



EXPORT-IMPORT BANK
OF THE UNITED STATES



HELPING

AMERICAN BUSINESSES

WIN THE FUTURE





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This annual report is produced in compliance with the applicable provisions of law of the Export-Import Bank Act of 1945, as amended.

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Reta Jo Lewis, Esq.

President and Chair of the Export-Import Bank Board of Directors

Chair's Message

Dear Stakeholders and Colleagues –

When I began this exciting chapter as President and Chair of the Export-Import Bank of the United States (EXIM) one year ago, I vowed to hit the ground running to advance our mission of helping American exporters level the playing field, find new markets, and compete to win in the global marketplace with the goal of supporting American jobs and cultivating economic growth.

Due to the dedication and expertise of EXIM's stellar staff, we have supported thousands of jobs across the country and, with almost \$6 billion in authorizations, our ability to compete globally – and help American businesses do the same – has expanded significantly.

In FY 2022, EXIM provided a substantial amount of financing to small businesses: at \$1.5 billion, this effort represents almost 30 percent of our total

authorizations. And more than 1,500 of our transactions – over 88 percent – directly benefited small business exporters.

As we worked to expand our commitment to providing financing for more environmentally responsible projects, EXIM was also able to support the Biden-Harris Administration's efforts to combat a changing climate. We authorized nearly \$176 million in environmentally beneficial goods and services, including a historic loan guarantee to Banco Atlántida, Honduras' largest bank, that helped create one of the largest solar projects ever financed in the Americas.

In our efforts to fulfill our congressional mandates, we have been steadily working to extend outreach throughout sub-Saharan Africa and advance American exports across the continent. I had the honor of traveling to several countries in Africa this year, meeting with government officials and leaders of African financial institutions. EXIM is dedicated to cultivating successful and harmonious economic development while promoting a new era of U.S.-Africa trade relations, and the connections we made during that trip and during the many bilateral meetings we hosted at EXIM headquarters are already bearing fruit.

Due to the increased efforts of our China and Transformational Exports (CTEP) team, who have worked diligently to meet our congressional requirements to help U.S. exporters secure financing in the face of competition from the People's Republic of China, EXIM nearly doubled its CTEP authorizations, providing American businesses the support they needed to rise to the challenge.

The work the entire EXIM team has done to launch our *Make More in America* initiative cannot be understated. As the country continues to rebound from the effects of the COVID-19 pandemic, President Biden was determined to identify solutions to address long-standing holes in America's supply chains while increasing the nation's manufacturing capacity. And that's where EXIM stepped up. Make More in America leverages EXIM's existing financing capabilities to revitalize American manufacturing across all sectors, re-shore some domestic supply chains, and bolster economic security.

In particular, I want to highlight the agency's vital work to reimagine and start advancing diversity, equity, inclusion, and accessibility (DEIA) goals and strategies, many of which we highlighted in our 2022-2026

Strategic Plan. Last year, EXIM's first DEIA Senior Advisor was brought on board, and we made strides to ensure the next generation of EXIM staff is a reflective representation of the many businesses we work daily to support. We will continue to create a diverse, dynamic work environment where our teams thrive and that contributes to the world we aspire to work and live in.

One year later, my main message remains consistent: EXIM is back and open for business. So, as we look ahead to 2023 and beyond, I am grateful to the EXIM Board of Directors and staff for their impressive work; mindful of the historic and new geopolitical challenges that impact and shape EXIM's efforts and buoyed by the palpable energy and enthusiasm I sense from our stakeholders in my engagements across the U.S. and around the world.

EXIM plays a vital role in supporting American exporters and workers and promoting economic growth and development around the world. Thank you for your interest in and support of our work. I look forward to working with you to help America's businesses win the future.

Sincerely,



Reta Jo Lewis, Esq.

President and Chair of the Board of Directors

Export-Import Bank of the United States









EXIM MISSION

SUPPORT AMERICAN JOBS BY FACILITATING U.S. EXPORTS

The Export-Import Bank of the United States (EXIM), an independent federal agency, is the official export credit agency (ECA) of the United States. EXIM's mission is to support American jobs by facilitating the purchase of American-made goods and services around the world. The agency fulfills its mission in two principal ways. First, when exporters in the United States or their customers around the world are unable to access export financing from private sources, the agency equips them with the necessary tools to compete in foreign markets—direct loans, loan guarantees, export credit insurance, and guarantees of working capital loans or supply chain financing. Second, when U.S. exporters face foreign competition backed by other governments, EXIM provides buyer financing that is competitive with the financing offered by foreign ECAs.

EXIM assumes credit and country risks that the private sector is unable or unwilling to accept. All transactions demonstrate a reasonable assurance of repayment in accordance with statutory requirements (12 U.S.C. § 635(b)(1)(B)). EXIM closely monitors the risks in its portfolio and consistently maintains a default rate that is substantially below its statutory threshold and that is found in the private sector.

OUR VALUES

INTEGRITY

We are honest, ethical, trustworthy, and united in purpose. We follow the rule of law and do the right thing, the right way, even when no one is watching.

STEWARDSHIP

We champion prosperity, opportunity, and excellence. We promote the well-being of our agency, our colleagues, our stakeholders, our country, and our world. We uphold public trust and confidence while protecting the taxpayer through careful and responsible performance.

ACCOUNTABILITY

We are responsible and transparent. We take ownership, keep our commitments, and answer at all levels to each other, the U.S. Congress, and the American taxpayer for our actions.

EQUITY

We respect each other and embrace a diversity of ideas, people, and cultures. We work together as a team—using our collective strength—to achieve common goals and fulfill our mission.

LEADERSHIP

We empower, inspire, and motivate each other to innovate and lead so we grow and shape the future success of our workplace and our mission. We promote a collaborative and productive work environment, and we recognize a job well done.

EXIM Board of Directors



Reta Jo Lewis, Esq.
President and Chair



Judith DelZoppo Pryor
First Vice President and Vice Chair



Spencer Bachus III
Board Member



Owen Herrnstadt
Board Member



Gina Raimondo
U.S. Secretary of Commerce
and Board Member, ex officio



Katherine C. Tai
U.S. Trade Representative
and Board Member, ex officio

Advisory Committees and Councils

EXIM's Advisory Committee is established by Section 3(d) of the Export-Import Bank Act of 1945 and chartered in accordance with the Federal Advisory Committee Act (FACA). The committee advises EXIM's Board of Directors on its policies and programs, particularly on the extent to which the bank provides competitive financing to support American jobs through exports. The Advisory Committee meets quarterly to examine EXIM's programs and make recommendations to the Board for enhancing service and value for EXIM customers.

The committee advises the Bank's Board of Directors on how it can improve its loan, guarantee, and insurance programs to better support American exporters. The committee prepares comments on the extent to which the Bank is meeting its mission of supporting U.S. jobs by financing the export of American goods and services. Those comments are included in EXIM's Annual Report to the U.S. Congress on Global Export Credit Competition.

The Advisory Committee consists of 17 members appointed by the Board of Directors on the recommendation of the Chairman of the Bank. Committee members represent the following industry sectors and constituency groups: agriculture, commerce, environment, finance, labor, production, services, state government, and textiles.

EXIM ADVISORY COMMITTEE



Chair
Heidi Heitkamp
Founder
One Country Project
Former United States Senator



Sara Boettiger
Independent Advisor



Sundaa-Bridgett Jones
*Chief Partnerships and
Advocacy Officer*
Global Energy Alliance
for People and Planet



Nicole Elam
President and CEO
National Bankers Association



Rodney Ferguson
President and CEO
Winrock International



Alonzo Fulgham
Executive Vice President
VIATEQ



Mauricio Gonzalez
Head of Export Finance
North America, BNP Paribas



Denny Heck
Lieutenant Governor
State of Washington



Brad Markell
Executive Director
Industrial Union Council
AFL-CIO



Lisa-Marie Monsanto
Partner
Rimon, P.C.



Daniel Pinho
SVP and Trade Finance
Assistant Group Manager
PNC Bank, National
Association



Kathy Roth-Douget
CEO
Blue Star Families



Venkee Sharma
Executive Chairman
Aquatech International, LLC



Dr. Joshua Walker
President & CEO
Japan Society



David White
Director of Strategic Resources
International Association of
Machinists and Aerospace
Workers



Elias Zewde
Partner
KHAFRA Engineering
Consultants, Inc.



Archana Sharma
CEO
AKAS Textiles

SUB-SAHARAN AFRICA ADVISORY COMMITTEE

EXIM's Sub-Saharan Africa Advisory Committee is established by Section 2(b)(9) of the Export-Import Bank Act of 1945 and chartered in accordance with the Federal Advisory Committee Act. The Advisory Committee meets semi-annually to examine EXIM's programs and policies designed to support the Bank's engagement in sub-Saharan Africa.

The committee provides recommendations to the Board of Directors on how EXIM can increase financing support for U.S. exports to sub-Saharan Africa. Committee members submit a written report to the Board to suggest improvements for the Bank's loan, guarantee and export credit insurance programs.

The committee consists of 11 members appointed by the Board of Directors on the recommendation of the Chair of the Bank. Committee members represent banking, commerce and trade finance. At least one member must represent small business.



Chair
Jude Kearney
Managing Partner
ASAFO & CO.



Isaac Kwaku Fokuo, Jr.
CEO
Botho Emerging
Markets Group



Bridget Gainer
Global Head of Public Affairs
Aon



Kristin Hedger
Senior Vice President
Kildeer Mountain Manufacturing



Jeff Lee
CEO
Lee and Associates, Inc.



Florie Liser
President & CEO
Corporate Council on Africa



Ndidi Okonkwo Nwuneli
Co-Founder and Executive Chair
Sahel Consulting Agriculture &
Nutrition Founder, LEAP Africa



Amb. Harry Thomas, Jr.
Senior Fellow
Yale University's Jackson
School of Global Affairs



Rev. Matthew Watley
CEO
Black Idea Coalition Chair,
Kingdom Global Community
Development Corporation



Wellington Webb
President and Founder
Webb Group International
Former Mayor, Denver, CO

COUNCIL ON CLIMATE

The Advisory Subcommittee on Climate, or the Council on Climate, advises how EXIM can further support U.S. exporters and American jobs in clean energy and meet congressional mandates to support and promote environmentally beneficial, renewable-energy, energy-efficiency, and energy-storage exports.



Co-Chair
Rodney Ferguson
President and CEO
Winrock International



Co-Chair
Rachel Kyte
Dean
The Fletcher School at
Tufts University



Nava Akkineni
Vice President
Emerging Markets
Nexttracker LLC



Dr. Barbara Buchner
Global Managing Director
Climate Policy Initiative



Joseph Britton
President of the Board of Directors
Zero Emission Transportation
Association



Nancy Gillis
Programme Head
Climate Action & First
Movers Coalition,
World Economic Forum



Sherri Goodman
Secretary General
International Military Council
on Climate & Security; Senior
Fellow | Polar Institute and
Environmental Change &
Security Program, Wilson
Center



Thomas Holt
Partner
K&L Gates Co-Founder of
SovereignNET and Senior
Fellow, The Council on
Emerging Markets The
Fletcher School at Tufts
University



Maria Korsnick
President and CEO
Nuclear Energy Institute



Nicholas Kukrika
Partner
Generation Investment
Management



Hugh McDermott
Senior Vice President
for Business Development
and Sales
ESS Tech, Inc.



David Maloney
International Lending
Igneous Consultancy LLC



Danielle Merfeld
Executive Vice President and
Global Chief Technology Officer
Qcells



Brian O'Hanlon
Executive Director
Center for Climate Aligned
FinanceRocky Mountain
Institute



Holly Page
Principal
The Page Agency



Stacy Swann
CEO & Founding Partner
Climate Finance Advisors,
BLLC (A member of WSP)



David Wilhelm
CEO
Hecate Global Renewables

COUNCIL ON CHINA COMPETITION

The Advisory Subcommittee on Strategic Competition with the People's Republic of China, or the Council on China Competition, provides guidance on advancing the comparative leadership of the United States with respect to China and supporting U.S. innovation and employment through competitive export finance.



Chair
Admiral Gary Roughead,
U.S. Navy (Retired)
Robert and Marion Oster
Distinguished Military Fellow
Hoover Institution,
Stanford University



Scott Allen
Former U.S. Director
European Bank for
Reconstruction and
Development



Dr. Robert Atkinson
President
Information Technology and
Innovation Foundation



Kirsten Bartok Touw
Managing Partner
AirFinance/AF Capital



Amb. Paula Dobriansky
Senior Fellow
Harvard University Belfer
Center for Science and
International Affairs Vice Chair,
Scowcroft Center for Strategy
and Security, Atlantic Council



Kevin Gallagher
Professor and Director
Global Development Policy
Center, Boston University



Lars Hickey
Managing Director
Project Finance and
International Government
Affairs Wabtec



James Hudson
Former U.S. Director
European Bank for
Reconstruction and
Development



Thomas Matthias
Senior Vice President
Global Trade, Regions Bank



Marc Mealy
Senior Vice President-Policy
US-ASEAN Business Council



Jim O'Brien
Partner
Baker McKenzie



Joe Purcell
Vice Chairman
Financial Sponsors Group,
Morgan Stanley



Philip Reiner
CEO
Institute for
Security and Technology
Former Senior Director for
South Asia, National Security
Council



Pavneet Singh
CEO
Infobalze Former Director for
International Affairs, National
Security Council, National
Economic Council



Brig. Gen. David Stilwell
Former Assistant
Secretary of State
Bureau of East Asian
and Pacific Affairs, U.S.
Department of State, Air Force
Brigadier General (Ret.)



Frank Troise
Founder & CEO
SoHo Advisors



David White
Director of Strategic Resources
International Association of
Machinists and Aerospace
Workers

COUNCIL ON SMALL BUSINESS

The Council on Small Business provides recommendations to help more American small business exporters find new markets, achieve more sales, and lower the risk of selling internationally.



Co-Chair
Bob Dreisewerd
President and CEO
Baron Weather, Inc.



Co-Chair
Nancy Flake Johnson
President and CEO
Urban League of
Greater Atlanta



Rhett Buttle
Founder and Principal
Public Private Strategies



Eugene Cornelius
Senior Director
Milken Institute Center for
Regional Economics



Bill Cummins
Executive State Director
Alabama SBDC Network,
University of Alabama



Tom Espinoza
Co-Founder and Former
President and CEO
Raza Development Fund



J.R. Gonzales
Executive Vice Chair
Texas Association of Mexican
American Chambers of
Commerce



Uzodinma Iweala
CEO
The Africa Center



Dr. Wei-Shin Lai
CEO
AcousticSheep LLC



Kathie Leonard
President and CEO
Auburn Manufacturing



Mitchell Martin
Managing Partner
Martin Harps Syphoe & Co
Owner/Treasurer, Global
Concessions, Inc.



Melissa Muhammad
Founder and CEO
Black and Global
Business Network



Robin van Puyenbroeck
Executive Director
Business Development,
World Trade Centers
Association



T.J. Raguso
Group Executive Vice President
International Banking,
Foreign Exchange &
Correspondent Banking,
Zions Bancorporation



Daniel Rajaiah
Director
Global Strategy &
Operations Mastercard



Daisy Ramos-Winfield
President & CEO
Florida Export Finance
Corporation



Miguel Serricchio
Executive Vice President
LSQ Funding Group



Angela Webb
Founder
Peachtree Providence Partners

COUNCIL ON ADVANCING WOMEN IN BUSINESS

The Council on Advancing Women in Business advises how EXIM can reach more women business leaders and owners and better consider equity goals set in the agency's strategy.



**Co-Chair
Nicole Elam**
*President and CEO
National Bankers Association*



**Co-Chair
Lezlee Westine**
*President and CEO
Personal Care
Products Council*



Chinelo Anohu
*Senior Director
Africa Investment Forum*



Lynee Bradley
*Director
Export Agency Finance,
Treasury and Trade
Solutions Citi*



Sara Boettiger
Independent Advisor



Eugene Cornelius
*Senior Director
Milken Institute Center for
Regional Economics*



Rebecca Enonchong
*CEO
AppsTech*



Tracy Gray
*Founder & Managing Partner
The 22 Fund*



Latanya Mapp Frett
*President and CEO
Global Fund for Women*



Shannon May
*President and Co-Founder
New Globe Education*



Betsy Myers
*Founder & President
Myers Leadership, LLC*



Nerissa Naidu
*Chair of the Board
CreditXpert*



Lisa Phillip
*Executive Director
Houston MBDA
Export Center*



Dee M. Robinson
*CEO
Robinson Hill, Inc.*



Melissa Roy
*Senior Vice President
General Counsel-Global
Transactional Legal Affairs
SAS Institute*



Tara Sonenshine
*Edward R. Murrow
Professor of Practice
The Fletcher School at Tufts
University Former Under
Secretary of State for Public
Diplomacy & Public Affairs*



Virginia Tenpenny
*Chief Global Social Impact Officer
Starbucks*

Deal of the Year:

Bayshore Group and Regions Bank



Bayshore Group and Regions Bank Receive Deal of the Year Award

Bayshore Group of Fort Mill, SC and Regions Bank, located in Birmingham, AL were awarded EXIM's Deal of the Year Award in recognition of the impact they have had on supporting American jobs through exports. Bayshore Group is a paper and pulp trading company that exports 100 percent of its product overseas to markets in China, the Middle East and Europe. Since its inception, this small business has been successful in growing its client base revenues, ultimately leading to its partnership with Regions Bank.

Regions Bank is a former EXIM Lender of the Year and, as a delegated authority lender, was able to establish a relationship with Bayshore and provide financing that would have otherwise been unavailable.

"We worked with Regions Bank to find a solution with the help of EXIM. It gave us the financial flexibility to manage the supply chain issues in each of our trades without our suppliers or customers feeling any negative effect. We thank EXIM and Regions Bank for helping us find such a great solution."

– Buzz Johnson, Bayshore's Controller/Director of Finance

"Regions Bank has utilized several of EXIM's offerings for over 25 years. EXIM's support has been critical to Regions, providing financing solutions to exporters who grow jobs and support a vibrant U.S. economy."

– Carson Strickland, Senior Vice President Global Trade Finance

Program Highlights and Authorization Data

In FY 2022, EXIM authorized a total of \$5.2 billion in loan guarantees and insurance that supported an estimated \$10.6 billion in U.S. export sales and an estimated 32,000 U.S. jobs.

During FY 2022, EXIM continued to strengthen its relationships with external stakeholders and other U.S. government trade agencies to foster strategic international and domestic collaborations by hosting nearly three dozen foreign delegations, meeting with numerous federal, state, and local officials, and hosting forums to generate awareness of EXIM's programs to assist American exporters.

SUPPORT FOR SMALL AND MEDIUM-SIZED BUSINESSES

In FY 2022, EXIM had sufficient financing authority to finance all qualified small business applications. The number of small business authorizations was 1,589, or over 88 percent of the total number of EXIM's authorizations in the fiscal year. Of EXIM's small business authorizations, 863 involved amounts under \$500,000. There were 118 small businesses that used the agency's products for the first time in FY 2022. Out of the \$5.2 billion of total authorizations in FY 2022, EXIM authorized more than \$1.5 billion in support of U.S. small business exports in FY 2022. Small business authorizations represented over 29 percent of the total dollar value of authorizations.

Additionally, many American small businesses also benefited indirectly from sales made in the supply chains of larger companies that directly used EXIM's financing products to support their exports. All of EXIM's financing products are available to assist businesses with less than \$250 million in annual sales. (For a discussion of the agency's products, see 'Management's Discussion and Analysis of Results of Operations and Financial Condition' of the Annual Management Report section.)

Small businesses play an essential role in supporting American exports. EXIM's Supply Chain Financing Guarantee program allows small businesses to participate in the exports of major contractors, even if not directly exporting.

Minority- and Women-Owned Businesses

In FY 2022, EXIM approved \$347.4 million in support of minority- and women-owned (MWOB) businesses, of which \$322.4 million directly benefited small businesses. MWOB authorizations constituted more than 22 percent of EXIM's total direct small business support for the fiscal year.

Small Business Outreach and Education

During FY 2022, EXIM continued to drive outreach to external and internal stakeholders emphasizing innovation, creativity, and flexibility to ensure meeting the agency's goals. The strategies included:

- Launching Heritage Month videos celebrating the contributions of communities across America and expanding our Spanish-language materials;
- Collaborating with federal, state, and local agencies in a "whole of government approach" to capitalize on engagement opportunities with small businesses and stakeholders;
- Leveraging multiple social media channels to maximize outreach to small businesses, particularly those in underserved communities; and
- Engaging staff at all levels in transparent, responsive, and collaborative processes to improve employee development, engagement, and retention.

Through collaboration with federal agencies and other partners, EXIM educated American exporters, banks, and other institutions on how EXIM's financing tools can support the export of U.S. goods and services. EXIM hosted or participated in more than 680 events including webinars, in-person and virtual trade shows, educational events, and business roundtables. These efforts will continue in FY 2023.

EXIM's dedicated MWOB team conducted outreach events with minority-, woman-, LGBTQI+ and veteran-owned businesses, and businesses owned by persons with disabilities. EXIM also regularly provides public posts on social media outlets and offers video streaming options to reach the widest possible audiences and extend EXIM's brand awareness.

EXIM also formed two new Advisory Committee subcommittees: the Council on Advancing Women in Business and the Council on Small Business. The Council on Advancing Women in Business will provide recommendations on ways EXIM can reach more women in business, while the Council on Small Business will provide recommendations on ways EXIM can help more American small business exporters find new markets to sell their U.S. goods and services.

Program Revisions

New product development plays a crucial role in addressing changing market environments and providing trade finance solutions that meet the needs of U.S. exporters. During FY 2022, EXIM evaluated and adopted modifications to EXIM products to achieve those goals.

Highlights of these product changes include:

- Implementing a new multi-buyer, short-term insurance policy in April 2022 with the aim of making more features standard, clarifying coverage offered, and encouraging sound credit management practices; and
- Upgrading EXIM's Supply Chain Financing Guarantee program to make the guarantee more applicable to current trade finance mechanisms by implementing an innovative approach of using drafts in financing. This change brings EXIM into alignment with current industry practices while retaining appropriate protections and simplifying the collection process.

In FY 2023, EXIM will continue its efforts to expand outreach, modernize our products, and advance the solutions necessary for goods and services made in the United States to reach global markets. This includes pricing adjustments in the Working Capital Loan Guarantee program and acceptance of e-signature of certain required forms.

Environmental Exports Financing

In FY 2022, EXIM authorized \$176.1 million to support approximately \$392.5 million of U.S. exports of environmentally beneficial goods and services. Within this environmentally beneficial portfolio, EXIM authorized \$54.3 million through 10 transactions to support \$39.3 million of U.S. exports related to renewable energy. Of these, 58.9 percent of the supported environmentally beneficial exports and 5.3 percent of the supported renewable-energy exports were associated with small businesses.

FY 2022 CO₂ Emissions Reporting

EXIM is committed to transparency into EXIM financed projects that produce greenhouse-gas emissions. The agency reports the estimated yearly levels of carbon dioxide (CO₂) emissions associated with approved projects in its annual report and those associated with pending projects on its website (<https://www.exim.gov/policies/exim-bank-and-environment/pending-transactions>). The agency tracks and reports all fossil fuel-related projects in which CO₂ production is expected to exceed more than 25,000 tonnes per year.

In FY 2022, EXIM did not authorize any fossil fuel-related projects meeting this threshold.

CHINA AND TRANSFORMATIONAL EXPORTS PROGRAM (CTEP)

As U.S.-China competition continued to intensify, EXIM increased its efforts to demonstrate the potential of America's only official export credit agency to support U.S. exporters and advance America's comparative leadership through direct exports in key areas.

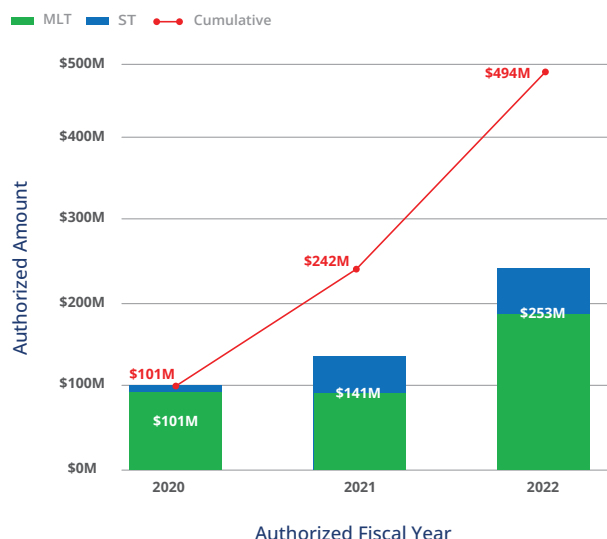
In EXIM's December 2019 reauthorization (P.L. 116- 94, Division I, Title IV), Congress directed EXIM to establish the China and Transformational Exports Program (CTEP).

CTEP's objective is to support the extension of loans, guarantees, and insurance, at rates and on terms and other conditions, to the extent practicable, that are fully competitive with rates, terms, and other conditions established by the People's Republic of China (PRC). The law charges EXIM with a goal of reserving not less than 20 percent of the agency's total financing authority for support made pursuant to the program.

EXIM's CTEP is used in two distinct but mutually reinforcing ways. First, EXIM uses CTEP to help exporters or buyers directly neutralize export subsidies for competing goods and services financed by official export credit, tied aid or blended financing provided by the PRC or by a covered country. Second, EXIM advances the comparative leadership of the U.S. with respect to the PRC through exports in the 10 Transformational Export Areas directed by Congress: Artificial Intelligence, Biotechnology, Biomedical Sciences, Wireless Communications Equipment, Renewable Energy, Energy Efficiency, and Energy Storage, Semiconductors, Financial Technology, and Water Treatment and Sanitation.

FISCAL YEAR 2022 CTEP ACTIVITY

Cumulative & Yearly Authorized Amount*



*Data may not sum to total to rounding

FY 2022 proved an inflection point in EXIM's contribution to wider Executive Branch efforts to compete with the PRC.

The rate of growth in CTEP authorizations continues to accelerate. EXIM's concerted efforts increased CTEP authorizations from \$141.3 million in FY 2021 to \$252.9 million in FY 2022, a 79 percent year-over-year growth (FY 2020 to FY 2021 growth was 40 percent). In aggregate, EXIM has authorized approximately \$494 million in CTEP transactions since the program's creation in December 2019.

This progress is partly due to three innovations made during FY 2022: (1) significant market research into understanding U.S. comparative leadership in the industries that comprise the value chains of the 10 Transformational Export Areas; (2) enhanced business development outreach to those industries; and (3) updates to EXIM's policies and risk management approaches to better support U.S. exports.

These structural investments in program development will enhance the agency's ability to level the playing field against PRC competitors supported by the industrial policies and business practices of the PRC.

Additionally, EXIM contributed to wider U.S. government efforts to address China competition through interagency partnerships. In early FY 2022, EXIM signed a \$600 million Memorandum of Understanding

with Lithuania, which will support efforts to identify opportunities to finance the sale of U.S. exports and helps counter PRC economic coercion. Not only was this effort a strategic success for the U.S. government, but it has also served as a case study of a whole-of-government response to the economic coercion of a U.S. ally.

In September, Chair Lewis joined Secretary of State Antony Blinken along with Under Secretary of State Jose W. Fernandez for the Minerals Security Partnership Ministerial (MSP), demonstrating the agency's strong focus on identifying new opportunities to support exports related to critical minerals.

CTEP-ELIGIBLE TRANSACTIONS

During FY 2022, EXIM authorized 73 transactions for approximately \$252.9 million that qualified under CTEP and supported an estimated 1,000 jobs. Of those, by dollar value, 70 percent of the transactions were long-term, two percent were medium-term, and 26 percent were short-term transactions, and many supported small business exporters. The majority of transactions found eligible for CTEP qualified as the following Transformational Export Areas: renewable energy, water treatment and sanitation, semiconductor and semiconductor machinery manufacturing, biomedical sciences, and energy efficiency.

Highlighted CTEP transactions:

Construction Equipment Sale in Cameroon: On June 30, 2022, EXIM authorized a \$73.7 million seven-year loan with an 18-month drawdown to The Special Council Support Fund for Mutual Assistance (FEICOM) for the purchase of 271 pieces of construction equipment and related goods and services from Hoffman International, Inc. (Hoffman). FEICOM will lease the construction equipment to municipalities for various civil works projects. CTEP flexibilities enabled the agency to offer more competitive financing and ensure that Hoffman could compete on a level playing field against a PRC government-backed company.

Solar Project in Honduras: On September 22, 2022, EXIM's Board of Directors approved a \$52 million loan guarantee to Banco Atlantida in Honduras for

the purchase of First Solar's Perrysburg, Ohio-made solar panels, Nextracker solar tracking systems, Shoals Technologies Group equipment, and solar cable management equipment supplied by Cambria County Association for the Blind and Handicapped. JP Morgan is the lender funding these exports under EXIM's guarantee. This equipment will power a 53.4-megawatt solar power project in Olanchito, Yoro, Honduras. The transaction is the largest solar project EXIM has financed in the Americas.

Energy Storage Project in Nigeria: On September 23, 2022, EXIM authorized financing for U.S. energy storage exports, supporting the CTEP mandate via a \$6.9 million loan guarantee for the Nigeria Sapele Energy Storage Project. EXIM's authorization leverages private sector funding from American Trade & Finance LLC (Atrafin), to support power storage equipment made in the U.S. and sold by ESS Tech to Sapele Power in Nigeria. The exported equipment will consist of iron flow batteries to allow Sapele Power to effectively manage intermittent power demand from its customers, enable load-smoothing, peak demand shifting, and potential voltage level regulation for and with the main turbines. The project will provide reliable energy storage back-up power as a cheaper and more reliable alternative to diesel generators.

Locomotives Sale in Sri Lanka: On March 31, 2022, CTEP flexibilities were key in securing the Board's \$48 million authorization to support the sale of 12 Wabtec Transportation diesel electric locomotives to Sri Lanka Railways. EXIM determined that PRC competition formed the basis for the Board's authorization of a longer repayment term, representing an opportunity to send a market signal of support in a country dominated by PRC financial activity. EXIM recognized the ongoing economic challenges in Sri Lanka and carefully structured the transaction to minimize the risk of default. While Sri Lanka was unable to adhere to the necessary requirements due to its deteriorated financial condition, which prevented EXIM from disbursing its financing, the agency had sought to aggressively use its CTEP flexibilities to support a U.S. exporter facing PRC competition.

CTEP Deal of the Year:

Angola Radio Signal Expansion and Studio Modernization Project



EXIM Announced First-Ever China and Transformational Exports Program Deal of the Year Award

During EXIM's 2022 Annual Conference, Chair Reta Jo Lewis awarded GatesAir, Deutsche Bank and the Republic of Angola with EXIM's first-ever China and Transformation Exports Program (CTEP) Deal of the Year Award in recognition of an export transaction for its exceptional impact in enabling EXIM to help U.S. exporters meet Chinese competition and support U.S. innovation and employment.

With the Radio Signal Expansion and Studio Modernization Project in Angola, CTEP was able to unlock longer-term funding for the transaction, meaning GatesAir's financing package was comparable to its Chinese competition.

The project is notable because it has such a large impact – 95 percent of the Angolan population will be able to receive FM radio signals. For the first time, the government will be able to address the entire nation simultaneously and will have the capability to provide people with timely information on relevant matters, including critical updates on natural disasters.

As a result of the project, each state's radio studios will be able to both produce and broadcast content in the 46 indigenous languages spoken in the country.



ENGAGEMENT ON SUB-SAHARAN AFRICA

In FY 2022, EXIM re-launched a strategy to support U.S. exports to sub-Saharan Africa, based on three pillars: outreach, partnerships, and financing. EXIM will seek to expand engagement with U.S. companies, the diaspora community, and African entities to support and position U.S. exports to win in Africa. Deepening relationships across the continent and in the diaspora has allowed EXIM to develop a robust pipeline of transactions for the region in a variety of sectors, including agriculture, telecommunications, aviation, electricity, potable water, and more.

Based on a review of country conditions, 42 out of 49 countries in the region are eligible for some or all of the agency's financing options.

Over the past 20 years, EXIM has authorized nearly \$20 billion in financing for exports to sub-Saharan Africa, steadfastly working to fulfill its goal of increasing U.S. exports to African nations.

In FY 2022, EXIM's activities in sub-Saharan Africa took place against the backdrop of a challenging economic environment in the region as growth contracted due to the continued economic effects associated with the COVID-19 pandemic, rising inflation, adverse weather conditions, a tightening global financial market, and the rising risk of debt distress. Despite these challenges, Africa is home to some of the world's fastest growing economies, and EXIM is poised to support American exports to these consumers. The agency also continues to seek the advice and counsel of the experts on EXIM's Sub-Saharan Africa Advisory Committee.

AUTHORIZATIONS

Despite the challenging economic conditions, EXIM authorized 76 transactions for exports to sub-Saharan Africa in FY 2022. Authorizations increased by 152 percent, from \$42.9 million in FY 2021 to \$109.1 million in FY 2022.

Notable transactions in FY 2022 include:

- \$73 million supporting construction equipment exports to the Republic of Cameroon
- \$4.7 million supporting rural electrification efforts in Senegal
- \$7.4 million for energy storage in Nigeria

Building Relationships with African Institutions

EXIM continues to build on existing relationships with government leaders and multinational organizations across the continent of Africa. Prime Minister Achi of Cote d'Ivoire was the first foreign leader to visit EXIM after Chair Lewis was sworn into office. EXIM leadership and staff visited sub-Saharan Africa throughout the fiscal year to help advance U.S. commercial engagement.

During FY 2022, EXIM initiated strategic dialogue with various stakeholders and institutions, with the objective of establishing partnerships in advance of the U.S.-Africa Leaders Summit. Key institutions included the Africa Finance Corporation, the African Export-Import Bank, the African Development Bank, the Trade and Development Bank, and Africa50.

Whole-of-Government Coordination

EXIM is one of the lead agencies implementing Prosper Africa. As the official export credit agency of the United States, EXIM can play an important financing role in broader U.S. government efforts such as the Partnership for Global Infrastructure and Investment (PGII), Prosper Africa, and Power Africa.

EXIM coordinates with counterparts across the federal government for economic engagement with Africa, pursuant to the African Growth and Opportunity Act and initiatives such as Prosper Africa and Power Africa. EXIM coordinates export-driven efforts with U.S. Ambassadors abroad, the Department of State's Foreign Service, the Department of Commerce's Foreign Commercial Service, the Department of Energy, the U.S. Trade and Development Agency, the U.S. Agency for International Development, the Millennium Challenge Corporation, the U.S. International Development Finance Corporation, and the U.S. Trade Representative, among others, to encourage economic engagement across the African continent.

Almost half of African countries have mineral deposits that could be tapped to support the global clean energy transition. EXIM is working with colleagues and counterparts across the U.S. government and internationally to bolster the security, diversity, and resiliency of critical mineral supply chains, including the above-mentioned Mineral Security Partnership Ministerial which featured participation from 20 different countries.

ADDITIONAL REPORTS

Industry Sectors

Textiles – In FY 2022, EXIM authorized \$44.9 million to support \$44.9 million of U.S. exports related to the textile industry, including exports of textile components or inputs (clothing and other textiles items) that were made in the United States. Approximately 79.3 percent of the supported exports in the textiles sector were associated with small businesses. EXIM's Advisory Committee and its subcommittees made no specific recommendations to EXIM during FY 2022 related to outreach or expansion of EXIM financing for textile industry exports. To mark her first 100 days in office, Chair Lewis visited Pennsylvania small business AKAS Textiles, a minority-owned family business, that has seen double-digit growth every year since it was established in 2007. AKAS Textiles CEO Archana Sharma also serves as a member of EXIM's Advisory Committee.

Insurance

Export credit insurance authorizations reflect the total amount of outstanding exposure allowed under policies authorized during the fiscal year. Policyholders may decline to use EXIM policies for a variety of reasons, including a change in customer demand, shipping market, or the availability of insurance through the private sector. Other policyholders may, in aggregate, exceed the authorization limit by completing multiple sales through the life of the policy.

In FY 2022, EXIM authorized \$2.34 billion in export credit insurance policies, of which, \$1.06 billion was for small businesses. Of the total export credit insurance policies authorized, \$8.7 million terminated in the same fiscal year without any utilization. Of those terminations, \$1.5 million were related to policies directly supporting small businesses. Excluding them from authorizations has no impact on the overall share of EXIM's small business financing of 29.3% of total authorizations.

In FY 2022, EXIM insured a total of \$2.61 billion in shipments under all authorized export credit insurance policies. This amounted to 111.4 percent of EXIM's export credit insurance FY 2022 authorization level of \$2.34 billion.

Fees

The three primary transaction types that small business exporters participate in are: working capital loan guarantees, export credit insurance, and medium-term buyer finance.

Working capital loan guarantee fees range from 0.25 percent to 1.10 percent depending on transaction size. EXIM insurance premiums on export credit insurance are based on country risk, length of credit term, and other policy parameters such as insured percentage or deductible. Short-term single buyer rates can be as low as \$0.34 per \$100 of insured shipments for 60-day terms in highly creditworthy countries or as high as \$4.66 for 360-day terms in high-risk countries. For EXIM's small business multi-buyer insurance policy, which has fixed rates and no deductible, premium rates are between \$0.55 and \$1.15 per \$100 of insured shipments. Medium-term transactions are based on an EXIM's exposure fee calculator and vary depending on the product (e.g., guarantee versus insurance), country risk category, and risk level of the obligor. The fee for a three-year insurance transaction with a high-quality private sector buyer in a highly creditworthy country would be \$1.01 per \$100 of insured shipments, whereas the exposure fee for a comparable obligor and transaction in a highly risky country would be \$6.68 per \$100 of insured shipments. Additional information on EXIM fees can be found at: <https://www.exim.gov/resources/exposure-fees>.

EXIM prices transactions based on the risk assessment of the exporters and/or buyers and, for medium- and long-term transactions, charges at least the minimum fees established by the Organization for Economic Cooperation and Development (OECD) Arrangement for Officially Supported Export Credits. EXIM fees to small business exporters are competitive with those provided by foreign export credit agencies and, consistent with applicable underwriting requirements, do not materially affect EXIM's small business objectives. For EXIM's medium- and long-term products, the interest rates and exposure fees charged are consistent with the average rates offered by EXIM's OECD export credit agency counterparts.

In the medium-term area, while the interest rates achieved with EXIM's guarantee or insurance product were somewhat higher than long-term guarantees, these rates did not appear to be uncompetitive with interest rates supported by other OECD export credit agencies. Consistent with the terms of the OECD

Arrangement, EXIM charges no less than the minimum premium rates for both sovereign and private buyer risk. However, export credit agencies from countries that do not participate in the OECD Arrangement set their own fees for both sovereign and private buyer risk.

Sub-Saharan Africa Deal of the Year:

ESS Tech, Inc., Sapele Power Plc, and Atratin



EXIM Extends Commitment to Sub-Saharan Africa with Sub-Saharan Africa Deal of the Year Award

EXIM's commitment to sub-Saharan Africa runs deep, with \$109.1 million in authorized sub-Saharan Africa transactions in FY 2022. In recognition of EXIM's dedication to creating new opportunities in the region, EXIM awarded the 2022 Sub-Saharan Africa Deal of the Year to ESS Tech, Inc. Sapele Power Plc and Atratin.

The Sapele Power project in Nigeria's Delta State is EXIM's first-ever energy storage transaction and one of the first energy

storage projects in Nigeria and the entire sub-Saharan Africa region.

Wilsonville, OR-based exporter ESS Tech, Inc. designs, builds and deploys environmentally sustainable, low-cost, iron flow batteries for long-duration commercial and utility-scale energy storage applications.

Atratin, which is headquartered in Colchester, CT, served as lender on this transaction and is a dedicated supporter of U.S. companies exporting to Africa and around the world.

"Climate change is a global problem and EXIM enables American companies to deliver solutions worldwide and lead the clean energy transition. ESS is proud to manufacture advanced long-duration energy storage technology here in the U.S., leveraging a predominantly domestic supply chain." – Eric Dresselhuys, CEO, ESS Tech, Inc.



Lenders of the Year:

East West Bank and Centre Merchant Finance



East West Bank and Centre Merchant Finance Receive Lenders of the Year Award

East West Bank, located in Los Angeles, has served the financial needs of the Chinese American community since 1973. A champion for the small business export community, East West has grown into the largest independent bank in southern California. One of EXIM's most active Delegated Authority Lenders, 100 percent of their EXIM working capital portfolio is comprised of small business customers. Because of its success within EXIM's Working Capital Guarantee Program, EXIM increased East West Bank to a Level 6 Delegated Authority, the

highest offered by EXIM, allowing the bank to approve up to \$150 million in loans to further capitalize on trade finance opportunities for American exporters.

With the assistance and guidance from our EXIM partners, we are able to apply a solution-driven approach to supporting our clients' export business across a vast range of industries." – Li Zhang, Senior Vice President, Manager of Southern California Banking & Credit, East West Bank

New York-based Centre Merchant Finance successfully provided innovative trade finance solutions for its customers, helping them achieve quick and cost-efficient results for purchasing capital goods and inventory at internationally competitive rates. EXIM granted Centre Merchant Finance a Master Guarantee Agreement in 2001, enabling the company to directly finance the sale of products and services to foreign buyers. Many of Centre Merchant's customers are small- and medium-sized enterprises, rendering them an important partner for segments of EXIM's medium-term loan program.

"EXIM and Centre Merchant Finance are a strong partnership that is a vital part of our exporting customers' toolbox to be able to compete in today's aggressive world of trade." – William Schoeningh, President

Broker of the Year:

Trade Acceptance Group and Meridian Finance Group



TRADE
ACCEPTANCE
GROUP, LTD.



Trade Acceptance Group and Meridian Finance Group Become First Five-Time Winners of Broker of the Year

Trade Acceptance Group, headquartered in Edina, Minnesota was established in 1996 with a mission to partner with U.S.-based companies and financial institutions doing business globally to structure trade finance solutions for their businesses.

A longtime EXIM registered broker, Trade Acceptance Group is one of EXIM's 18 Platinum tier brokers and is licensed to do business in over two dozen states.

"Trade credit insurance, working capital and financing are very important tools for small businesses to help them mitigate risk and offer advantageous sales terms to win foreign business. EXIM products and their incredible staff fit this need tremendously well." – Bruce Glaub, Trade Acceptance Group Principal

Meridian Finance Group, based in Los Angeles, California, was established in 1993, and since then has helped thousands of U.S. companies protect their receivables, expand their domestic and international sales and arrange financing using trade credit insurance.

Meridian is a Texel Finance Limited company with offices nationwide that has been an EXIM-registered broker for many years and is one of EXIM's 18 Platinum tier brokers.

"EXIM has given us the opportunity to provide a variety of solutions for U.S. exporters across a range of industries and sizes. With EXIM support, we are able to give our clients the confidence to do business internationally, by reducing their risk, increasing their competitiveness and improving their liquidity." – Elizabeth Sandino, Broker, Meridian Finance Group

REPP Member of the Year:

Small Business Development Center at the University of Pittsburgh



Small Business Development Center at the University of Pittsburgh Presented with Regional Export Promotion Program (REPP) Member of the Year

Recognized as both a Center of Excellence in Digital Services and Center of Excellence in the Supply Chain, the Small Business Development Center at the University of Pittsburgh (SBDC) was established in 1979 with a mission to grow the economy of Western Pennsylvania by providing entrepreneurs with the education, information and tools necessary to build successful businesses.

The SBDC has served as a resource for small business owners, providing consulting services, workshops and other support at all stages of the business lifecycle.

"EXIM has been a valid option for small business exporters who would like to protect their export sales against international non-payment, qualify country credit and get export financing." – Brent Rondon, Senior Management Consultant for International Trade

Exporter of the Year:

Alliance Rubber Company



Alliance Rubber Company Uses Export Credit Insurance to Reduce Risk of Nonpayment

Opening its doors in 1923, Alliance Rubber Company, a woman-owned company, based in Hot Springs, Arkansas, is the only manufacturer of rubber bands in the United States. Alliance also offers packaging and promotional products for use in the home and workplace, ranging from commercial fishing bands to exercise bands – and of course those famous rubber wristbands.

The company has been an EXIM policyholder since 2007, using Export Credit Insurance to reduce the risk of nonpayment. Since 2014, EXIM has supported more than \$16.4 million in exports. By following a business plan to take a global approach, Alliance added new markets and increased sales by 24 percent in countries where its products were distributed – in just three years. Currently, Alliance Rubber exports to 60 countries and employs 151 people.

Exporter of the Year:

Aventure International Aviation Services



Aventure International Aviation Services Utilizes EXIM Support to Cover Foreign Receivables

Founded in 2001, Aventure Aviation is an award-winning supplier of aircraft parts to airlines and maintenance facilities worldwide with over 1,600 customers. Aventure is headquartered just south of Atlanta's Hartsfield Jackson Airport. The company began exporting in 2003, and since then has shipped aircraft parts to more than 56 countries. In 2007,

Aventure began relying on EXIM's Export Credit Insurance to cover its foreign receivables – and that has become a key part of Aventure's international business sales strategy. Since 2014, EXIM has supported nearly \$4.5 million of Aventure's export sales. The minority-owned company currently has 34 employees and more than 65 percent of its revenues are generated from international customers. During the pandemic, when demand for aircraft parts dropped, Aventure pivoted and used its existing systems to import needed PPE products.

"EXIM Insurance is part of our foreign business sales strategy. The ability to get insurance allows us to sell to a particular customer up to the limits provided by EXIM coverage and vice versa. If EXIM does not guarantee insurance coverage, we are not going to sell to that customer. This is a major business strategy for growth that all SMEs should use as most of them do not have international sales coverage or latest credit ratings on foreign customers that EXIM can provide." – Zaheer Faruqi, CEO

Exporter of the Year:

The Grasshopper Company



The Grasshopper Company Utilizes EXIM Insurance to Support International Business

Established in 1959, The Grasshopper Company is a family-owned business that manufactures commercial and residential mowers, snow removal equipment, and ground care maintenance equipment. The company has specialized in zero-turn riding mowers since 1969.

Based in the small town of Moundridge, Kansas, Grasshopper products are currently sold in 54 countries. In 2017, the company began using EXIM's Export Credit Insurance to mitigate the risk of nonpayment from international buyers in Italy, the Czech Republic, South Africa, and Chile. To date, EXIM has supported more than \$2 million in shipments.

Grasshopper's international portfolio is centered in Italy, which was heavily impacted during the onset of the pandemic. The company's excellent due diligence controls enabled EXIM to sustain support and for Grasshopper to successfully navigate its global business strategy during the unprecedented times.

"When we begin doing business in an international market, we approach it with a long-term vision of increasing sales year over year. When we extend credit to a foreign market that goes beyond our comfort zone, an EXIM policy brings us peace of mind, by insuring our receivables. From there, we are able to continue growing." – Ray Garvey, International Business Development Manager

Exporter of the Year:

Haasen Tara Feed, Incorporated



Haasen Tara Feed Applies Working Capital Loan Guarantee to Maintain Cash Flow

Haasen Tara Feed is a premier global provider of alfalfa hay, headquartered in Salt Lake City, Utah. The woman- and minority-owned company was founded in 2017 with a mission of providing comprehensive feed solutions for dairy farmers around the world and value-added service for hay farmers in the Midwest. The company has been exporting for more than seven years, shipping its high quality, non-GMO hay to customers throughout Asia and the Middle East. Because agricultural products like hay have a seasonal cycle, obtaining the materials needed to operate year-round requires substantial capital. The EXIM Working Capital Loan Guarantee has been instrumental to maintaining the company's cash flow. Haasen Tara Feed currently employs 37 people, and 100 percent of those jobs are supported by exporting. With environmentally friendly farming practices, Haasen Tara is helping to provide dairy farmers with the nutritional feed their animals need.

"EXIM can help you grow big and is willing to listen small." – Zach Xu, Founder

Exporter of the Year:

Hedges Family Estate



Hedges Family Estate Leverages EXIM Tools to Expand Exports

Tom Hedges and his wife, Anne-Marie, established their wine business in 1987. Both have international backgrounds, and exporting has been essential from the beginning for the business based in Benton City in southeast Washington state. Over the years, they

have expanded Hedges Family Estate -- and their son and daughter now play key roles producing award-winning wine that is estate grown and bottled and certified biodynamic and organic. Hedges Family Estate has partnered with EXIM since 1989, having utilized both Export Credit Insurance and the Working Capital Loan Guarantee. With EXIM support for 33 years, Hedges has expanded its exports into 25 countries, with top markets of Sweden, Canada, and China. Since 2014 EXIM has supported more than \$2.7 million in exports and international sales now comprise about 20 percent of total revenue for the family-owned small business.

"If you want to be in the business forever, and most great wineries are, you've got to be worldwide. ... It just opens up so many opportunities. If there's a downturn in the U.S., perhaps some overseas markets are doing just fine. So, it's a balance." – Tom Hedges, Owner

Exporter of the Year:

Jeco Plastic Products



Jeco Plastics Products Uses EXIM Insurance to Protect Against Nonpayment

Located just outside Indianapolis in Plainfield, Indiana, Jeco Plastic Products is a global leader in the development and production of custom and durable plastic pallets. Its specialized printing industry products have been sold on every continent - and have even gone into space aboard the International Space Station. When Army combat veteran and West Point graduate Craig Carson purchased the company in 1998, he realized that shrinking domestic markets meant exporting was crucial to growth of the small business. Jeco turned to EXIM's Export Credit Insurance to protect against nonpayment by international buyers, allowing the veteran-owned company to offer open account credit terms to its customers – and ultimately paving the way for double-digit sales growth. Since 2014, EXIM has supported more than \$5.3 million in Jeco's export sales to markets including Western and Eastern Europe, North and South America, Japan, and the Middle East.

"EXIM Credit insurance saved our company from a financial disaster during the unexpected bankruptcy filing of a foreign company and provided us the ability to offer extended payment terms to overseas customers on an open account basis. We would not be where we are today without their products and personal support."

- Craig S. Carson, CEO

Exporter of the Year:

Spirit AeroSystems



Spirit AeroSystems Leverages EXIM Financing to Support Domestic Supply Chain

Founded in 2005 but built on more than a century of aviation experience, Spirit AeroSystems is one of the world's largest manufacturers of aircraft components. The company's innovative headquarters facility in Wichita, Kansas, is fully powered by a nearby wind farm and home to one of the largest industrial water reuse systems in the United States.

Spirit worked with Bank of America to set up a \$70 million facility under EXIM's Supply Chain Finance Guarantee program – which provides much-needed support to the company's supply chain, comprised primarily of small businesses across the country.

The transaction supports over \$2 billion in export sales annually – and helps maintain 400 domestic manufacturing jobs across the aerospace supply chain in Kansas, Maine, North Carolina, and Oklahoma.

Spirit Aerospace's leadership in technical innovation, support for U.S. small businesses, and concern for the environment demonstrate that responsible American manufacturing can successfully compete in the global marketplace.

"EXIM's supply chain finance program is crucial for medium and small U.S. aerospace manufacturers to compete globally and meet increasing demand for commercial aircraft. EXIM's programs help sustain and grow well-paying manufacturing jobs at supply chain companies across the United States."

- Mark Suchinski, SVP & CFO

Exporter of the Year:

WCCO Belting



WCCO Belting Relies on EXIM Insurance to Support Export Sales

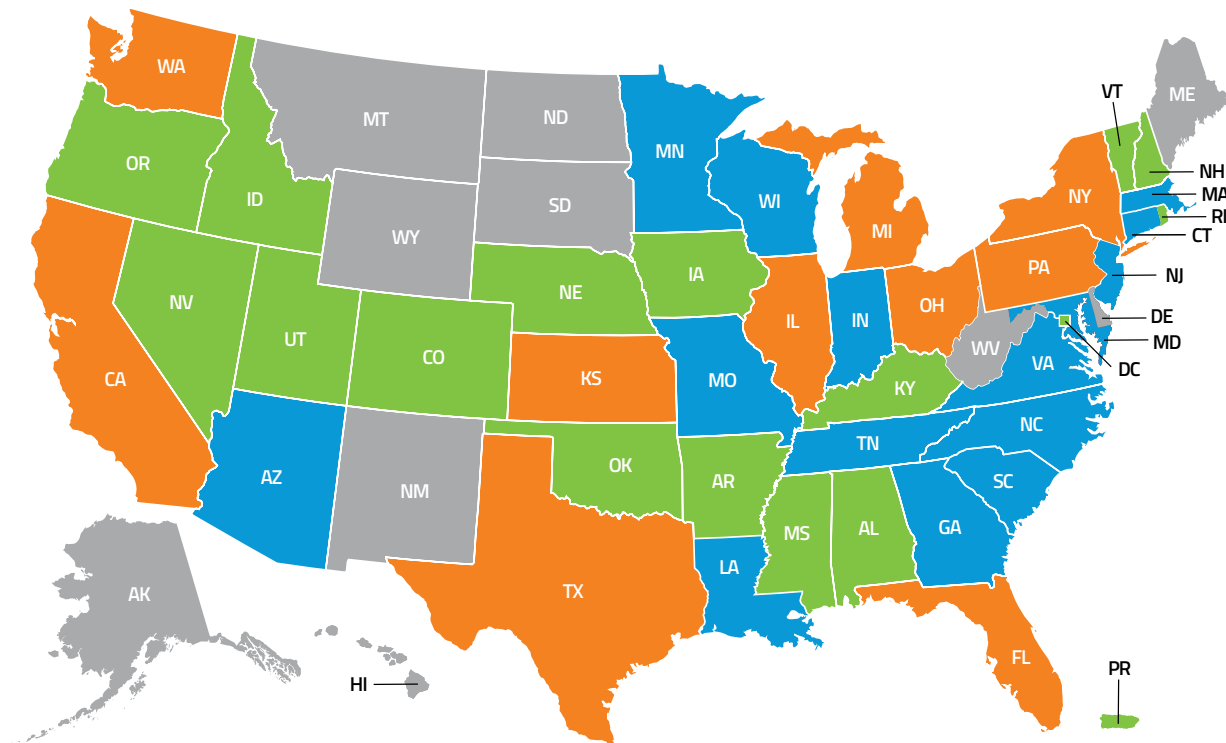
WCCO Belting grew out of a shoe cobbler business established in 1954 by Ed Shorma – a son of immigrants, a farm boy, and a Korean War veteran – who pursued the American dream in the small town of Wahpeton, North Dakota.

A series of business ventures led to the founding of Wahpeton Canvas Company – or WCCO – in 1969. The company has continued to grow and evolve ever since, becoming a leading manufacturer of rubber belting products used for agricultural and industrial equipment.

For more than two decades, WCCO has relied on EXIM to support export sales to more than 20 countries. The company first turned to EXIM in 2004, using a variety of Export Credit Insurance policies to offset the risk of nonpayment from its international customers, strengthening the company's ability to compete worldwide. Since 2014, EXIM has supported nearly \$1.8 million in exports for the company that has 70 employees.

"There is only one thing worse than not getting an order - and that is getting the order, shipping it, and not getting paid. Then you're out for the cash and inventory. EXIM ensures a company gets paid for the products it sells, supporting its ability to compete worldwide." - Thomas "Tom" Shorma, Integration Advisor & Former CEO

EXIM Supports U.S. Exports from Every State



10-YEAR PERIOD (OCTOBER 1, 2012 – SEPTEMBER 30, 2022)

Estimated Value of EXIM-Assisted U.S. Exports by State*

More than \$5 billion		More than \$1 billion		More than \$100 million		More than \$10 million	
State	Total Exports	State	Total Exports	State	Total Exports	State	Total Exports
California	\$17.2 billion	Arizona	\$2.8 billion	Alabama	\$518.3 million	Alaska	\$56.7 million
Florida	\$7.4 billion	Connecticut	\$2.0 billion	Arkansas	\$465.2 million	Delaware	\$31.5 million
Illinois	\$5.0 billion	Georgia	\$4.2 billion	Colorado	\$986.3 million	Hawaii	\$20.6 million
Kansas	\$5.2 billion	Indiana	\$1.8 billion	Dist. of Columbia	\$325.0 million	Maine	\$71.7 million
Michigan	\$7.0 billion	Louisiana	\$1.2 billion	Idaho	\$163.8 million	Montana	\$65.6 million
New York	\$5.1 billion	Maryland	\$1.2 billion	Iowa	\$226.5 million	New Mexico	\$77.8 million
Ohio	\$5.8 billion	Massachusetts	\$2.5 billion	Kentucky	\$590.9 million	North Dakota	\$51.3 million
Pennsylvania	\$7.9 billion	Minnesota	\$1.5 billion	Mississippi	\$385.1 million	South Dakota	\$21.6 million
Texas	\$20.2 billion	Missouri	\$1.3 billion	Nebraska	\$735.1 million	West Virginia	\$22.9 million
Washington	\$57.1 billion	New Jersey	\$4.0 billion	Nevada	\$136.7 million	Wyoming	\$63.2 million
		North Carolina	\$2.6 billion	New Hampshire	\$220.8 million		
		South Carolina	\$4.9 billion	Oklahoma	\$686.5 million		
		Tennessee	\$1.9 billion	Oregon	\$956.0 million		
		Virginia	\$1.4 billion	Puerto Rico	\$228.3 million		
		Wisconsin	\$2.0 billion	Rhode Island	\$129.2 million		
				Utah	\$274.6 million		
				Vermont	\$270.9 million		

*Export-value estimates are based on disbursements of EXIM financing.



FY 2022 Authorizations Summary

(\$ in millions)

Program	Number of Authorizations		Amount Authorized		Estimated Export Value		Program Budget Used	
	2022	2021	2022	2021	2022	2021	2022	2021
LOANS								
Long-Term Loans	-	1	\$ -	\$69.8	\$ -	\$53.6	\$ -	\$ -
Medium-Term Loans	-	-	-	-	-	-	-	-
Total Loans	-	1	-	69.8	-	53.6	-	-
GUARANTEES								
Long-Term Guarantees	11	15	\$1,380.1	\$2,059.9	\$1,408.0	\$2,116.1	\$ -	\$ -
Medium-Term Guarantees	73	66	360.8	159.7	418.7	176.8	2.1	-
Working Capital Guarantees	126	124	1,158.7	1,202.7	6,389.4	4,601.5		
Total Guarantees	210	205	2,899.6	3,422.3	8,216.1	6,894.4	2.1	-
EXPORT CREDIT INSURANCE								
Short-Term	1,566	1,848	\$2,259.2	\$2,232.2	\$2,259.2	\$2,232.2	\$-	\$-
Medium-Term	23	20	83.2	41.0	82.1	38.9	-	-
Insurance Total	1,589	1,868	2,342.4	2,273.2	2,341.3	2,271.1	-	-
Grand Total	1,799	2,074	\$5,242.0	\$5,765.3	\$10,557.4	\$9,219.1	\$2.1	\$ -

FY 2022 Small Business Authorizations

(\$ in millions)

	Number		Amount	
	2022	2021	2022	2021
Export Credit Insurance (Short- and Medium-Term)	1,414	1,646	\$1,055.4	\$1,194.1
Working Capital Loans and Guarantees	107	102	392.5	345.1
Guarantees and Direct Loans	68	54	88.6	88.5
Grand Total	1,589	1,802	\$1,536.5	\$1,627.7

FY 2022 Authorizations by Market

*Countries with zero (0.0) Total Exposure have exposures of less than \$0.1 million.

Country	Loan	Guarantee	Insurance	Total Authorization Amount	Total Exposure
Algeria	\$ -	\$ -	\$0.9	\$0.9	\$1.0
Andorra	-	-	-	-	0.1
Angola	-	-	-	-	86.1
Anguilla	-	-	-	-	0.9
Antigua and Barbuda	-	-	-	-	19.7
Argentina	-	-	-	-	315.8
Armenia	-	-	-	-	0.0
Aruba	-	-	-	-	0.3
Australia	-	2.0	2.6	4.6	1,898.2
Austria	-	-	0.2	0.2	2.5
Azerbaijan	-	9.8	0.2	10.0	202.0
Bahamas (The)	-	-	-	-	8.3
Bahrain	-	-	0.1	0.1	1.9
Bangladesh	-	-	0.2	0.2	207.4
Barbados	-	-	-	-	1.8
Belgium	-	-	4.5	4.5	14.9
Belize	-	-	-	-	1.3
Benin	-	-	0.2	0.2	0.2
Bermuda	-	-	-	-	1.8
Bolivia	-	1.4	-	1.4	1.5
Botswana	-	-	-	-	0.0
Brazil	-	282.9	38.9	321.7	517.2
Brunei	-	-	-	-	0.1
Bulgaria	-	-	-	-	151.8
Burma (Myanmar)	-	-	-	-	0.0
Cabo Verde	-	-	-	-	0.0
Cambodia	-	-	-	-	0.1
Cameroon	-	73.7	-	73.7	140.6
Canada	-	-	2.7	2.7	436.8
Cayman Islands	-	-	-	-	1.8
Chile	-	-	4.9	4.9	610.5
China	-	-	4.4	4.4	1,481.0
Colombia	-	1.1	0.6	1.7	1,054.2
Cook Islands	-	-	-	-	0.0
Costa Rica	-	-	6.9	6.9	26.2
Côte d'Ivoire	-	-	-	-	1.4
Croatia	-	-	-	-	0.1
Cuba	-	-	-	-	36.3
Cyprus	-	-	-	-	3.0
Czech Republic	-	-	0.2	0.2	8.3
Denmark	-	-	0.2	0.2	4.2
Dominica	-	-	-	-	0.4
Dominican Republic	-	0.7	6.6	7.3	61.1
Ecuador	-	1.1	5.3	6.4	14.2
Egypt	-	-	0.5	0.5	23.9

Country	Loan	Guarantee	Insurance	Authorization Amount	Total Exposure
El Salvador	-	3.8	0.1	3.8	13.9
Equatorial Guinea	-	-	-	-	0.0
Estonia	-	-	0.0	0.0	0.2
Ethiopia	-	-	1.0	1.0	386.5
Fiji	-	-	-	-	0.1
Finland	-	-	-	-	1.7
France	-	-	0.9	0.9	15.5
French Polynesia	-	-	0.4	0.4	1.1
Gabon	-	-	-	-	0.8
Gambia (The)	-	-	-	-	0.0
Georgia	-	-	-	-	0.0
Germany	-	-	1.9	1.9	31.5
Ghana	-	-	0.7	0.7	157.0
Greece	-	-	-	-	0.9
Greenland	-	-	-	-	0.0
Grenada	-	-	-	-	3.1
Guatemala	-	0.8	1.3	2.0	21.7
Guyana	-	-	1.2	1.2	1.6
Honduras	-	52.0	5.4	57.4	71.1
Hong Kong	-	-	1.4	1.4	402.1
Hungary	-	-	0.9	0.9	2.9
Iceland	-	-	-	-	2.3
India	-	-	29.7	29.7	911.2
Indonesia	-	-	0.1	0.1	89.9
Iraq	-	-	-	-	0.0
Ireland	-	-	0.2	0.2	313.6
Israel	-	-	-	-	134.7
Italy	-	-	1.3	1.3	10.9
Jamaica	-	-	-	-	6.0
Japan	-	-	2.6	2.6	20.3
Jordan	-	-	0.6	0.6	3.8
Kazakhstan	-	-	-	-	83.1
Kenya	-	-	0.8	0.8	457.8
Korea, South	-	154.2	6.7	160.9	1,032.1
Kuwait	-	-	0.7	0.7	98.8
Latvia	-	-	-	-	0.0
Liechtenstein	-	-	-	-	0.1
Lithuania	-	-	0.4	0.4	0.7
Luxembourg	-	-	15.3	15.3	175.2
Macau	-	-	-	-	0.1
Madagascar	-	-	-	-	0.0
Malawi	-	-	0.1	0.1	0.1
Malta	-	-	-	-	0.1
Mauritius	-	-	-	-	1.4
Mexico	-	21.1	79.7	100.8	2,260.7
Monaco	-	-	-	-	0.0
Mongolia	-	0.7	-	0.7	341.1

Country	Loan	Guarantee	Insurance	Authorization Amount	Exposure
Montenegro	-	-	-	-	3.8
Montserrat	-	-	-	-	0.0
Morocco	-	-	-	-	96.0
Mozambique	-	-	-	-	4,700.0
Nepal	-	-	-	-	1.4
Netherlands	-	811.0	0.5	811.5	864.2
New Caledonia	-	-	-	-	0.0
New Zealand	-	-	-	-	92.6
Nicaragua	-	-	-	-	0.9
Nigeria	-	7.4	0.1	7.5	27.0
Norway	-	-	-	-	4.3
Oman	-	-	0.0	0.0	1.9
Pakistan	-	-	0.0	0.0	103.5
Panama	-	183.3	0.4	183.8	666.0
Papua New Guinea	-	-	0.0	0.0	1,338.0
Paraguay	-	2.6	-	2.6	23.3
Peru	-	-	0.9	0.9	22.9
Philippines	-	-	0.1	0.1	282.7
Poland	-	-	0.0	0.0	109.9
Portugal	-	2.6	0.2	2.7	3.6
Qatar	-	1.1	0.2	1.3	5.9
Romania	-	-	-	-	1.0
Russia	-	-	-	-	388.0
Rwanda	-	-	-	-	0.3
Samoa	-	-	-	-	0.1
Saudi Arabia	-	-	1.6	1.6	3,635.1
Senegal	-	4.7	-	4.7	102.5
Serbia	-	-	0.1	0.1	34.4
Singapore	-	-	2.3	2.3	84.5
Slovak Republic	-	-	-	-	9.8
Slovenia	-	-	-	-	0.1
South Africa	-	-	0.8	0.8	647.1
Spain	-	-	0.1	0.1	95.9
Sri Lanka	-	47.9	-	47.9	88.6
St. Kitts and Nevis	-	-	-	-	0.7
St. Lucia	-	-	-	-	0.4
St. Vincent and Grenadines	-	-	-	-	0.5
Sudan	-	-	-	-	28.2
Suriname	-	-	-	-	0.1
Sweden	-	-	-	-	6.7
Switzerland	-	-	0.2	0.2	13.3
Taiwan	-	-	0.9	0.9	15.6
Tanzania	-	-	1.5	1.5	4.8
Thailand	-	-	0.2	0.2	252.0
Trinidad and Tobago	-	-	-	-	11.9
Tunisia	-	-	1.0	1.0	1.2
Turkey	-	16.6	10.5	27.1	1,839.9
Turkmenistan	-	-	-	-	15.3

Country	Loan	Guarantee	Insurance	Authorization Amount	Exposure
Turks and Caicos	-	-	-	-	1.1
Uganda	-	-	-	-	1.1
Ukraine	-	-	-	-	65.0
United Arab Emirates	-	-	2.4	2.4	554.2
United Kingdom	-	-	1.3	1.3	106.1
United States	-	1,165.7	-	1,165.7	1,949.6
Uruguay	-	0.8	2.4	3.2	99.4
Uzbekistan	-	-	-	-	0.0
Venezuela	-	-	-	-	3.2
Vietnam	-	50.7	0.6	51.3	389.6
Virgin Islands (British)	-	-	-	-	1.6
West Indies (French)	-	-	-	-	0.5
Zambia	-	-	-	-	46.3
Multi-Buyer Insurance - Short Term	-	-	2,080.6	2,080.6	2,029.1
Private Export Funding Corp.	-	-	-	-	119.3
Grand Total	\$ -	\$2,899.6	\$2,342.4	\$5,242.0	\$35,397.0

FY 2022 Loans and Long-Term Guarantees Authorizations

(\$ in millions)

Country/ Authorization Date	Obligor Principal Supplier Principal Guarantor	Credit	Additionality Code*	Product	Loans	Guarantees
Brazil						
10/4/2021	Omni Taxi Aereo Ltda. Various US Suppliers	089447	1	Helicopter Components		\$2.5
Brazil Total						\$2.5
Cameroon						
6/30/2022	Ministry of Economy, Planning and Regional Development of The Republic of Cameroon (MINEPAT) Hoffman International, Inc.	089242	3	Civil Engineering Equipment		\$73.7
Cameroon Total						\$73.7
Honduras						
9/22/2022	Banco Atlantida SA First Solar Inc.	089465	1	Solar Project		\$52.0
Honduras Total						\$52.0
Netherlands						
6/16/2022	KLM Royal Dutch Airlines The Boeing Company	089430	3	Commercial Aircraft		\$811.0
Netherlands Total						\$811.0
Panama						
11/4/2021	Copa Holdings S.A. The Boeing Company	089391	3	Commercial Aircraft		\$183.3
Panama Total						\$183.3
Senegal						
11/18/2021	Ministry of The Economy, Planning and International Cooperation Weldy-Lamont Associates, Inc. Ministry of The Economy, Planning and International Cooperation	700317	3	Equipment For Transmission Line (Credit Amendment)		\$4.7
Senegal Total						\$4.7
South Korea						
6/2/2022	Korean Air Lines The Boeing Company	089448	3	Commercial Aircraft		\$154.2
South Korea Total						\$154.2
Sri Lanka						
7/29/2021	Ministry of Finance and Planning of the Democratic Socialist Republic of Sri Lanka Wabtec Transportation Systems LLC	089427	3	Diesel Locomotives		\$47.9
Sri Lanka Total						\$47.9
Vietnam						
8/5/2022	Ba Na Service Cable Car Company Gulfstream Aerospace Corporation	089459	1	Business Aircraft		\$25.7
9/7/2022	Sun Air Limited Liability Company Gulfstream Aerospace Corporation	089456	2	Business Aircraft		\$25.1
Vietnam Total						\$50.8
Total Long-Term Authorizations						\$1,380.1

*Note: The following were identified as the primary purpose for seeking EXIM support: 1. To assume commercial or political risk that the exporter or private financial institutions are unwilling or unable to undertake. 2. To overcome maturity or other limitations in private-sector export financing. 3. To meet competition from a foreign, officially sponsored, export credit agency. 4. Not identified: Insufficient information. Beginning in FY 2013, in accordance with 12 U.S.C. Section 635g(h) as amended May 2012, the EXIM will separately report reasons 1 and 2.



MAX. GROSS 32,500 KGS.
71,650 LBS.

TARE 3,880 KGS.
8,550 LBS.

NET 28,620 KGS.
63,100 LBS.

76.4 CUM.
2,700 CU.FT.

Annual Management Report

FOR THE YEARS ENDED SEPTEMBER 30, 2022, AND SEPTEMBER 30, 2021

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Management's Discussion and Analysis of Results of Operations and Financial Condition

EXECUTIVE SUMMARY

The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States. EXIM is an independent agency and a wholly owned U.S. government corporation. EXIM's mission is to support jobs in the United States by facilitating the exports of U.S. goods and services. In FY 2020, the Export-Import Bank Extension (P.L.116-94, Div. I, Title IV) reauthorized EXIM for seven years - through December 31, 2026.

When private-sector lenders are unable or unwilling to provide financing, EXIM fills in the gap for American businesses by offering financing programs. Additionally, EXIM levels the playing field for the export of U.S. goods and services competing against export credit agency (ECA)-supported financing in foreign markets so that American companies can create more American jobs.

During the year ended September 30, 2022, EXIM authorized \$5,242.0 million of loan guarantees and insurance and no direct loan in support of an estimated \$10,557.4 million of U.S. export sales.

EXIM has a statutory mandate to support small business. Small business authorizations in FY 2022 totaled \$1,536.5 million, representing 29.3 percent (29.3%) of total authorizations. In FY 2022, 1,589 transactions were authorized for the direct benefit of small business exporters, which amounted to 88.3 percent (88.3%) of total transactions.

EXIM currently has global exposure in 156 countries. Total portfolio exposure decreased by 14.4 percent (14.4%) to \$35,397.0 million as of September 30, 2022, compared to \$41,343.6 million as of September 30, 2021.

EXIM's Charter requires that all authorized transactions demonstrate a reasonable assurance of repayment. The September 30, 2022, default rate, as reported to Congress, was 1.318 percent (1.318%). The default rate has stabilized as EXIM has successfully restructured

transactions with borrowers who required liquidity relief during COVID-19 pandemic.

Since FY 1992, when the Federal Credit Reform Act of 1990 (FCRA) became effective, EXIM has sent a net \$8.8 billion to the U.S. Treasury for repayment of U.S. debt. EXIM is also partially a self-financing agency. EXIM collects funds from credit program customers which are used to offset or pay-back EXIM appropriations.

I. GENERAL OVERVIEW

Authority, Mission, and Charter

The Export-Import Bank of the United States is an independent agency and a wholly owned U.S. government corporation that was first organized as a District of Columbia banking corporation in 1934. EXIM is the official export credit agency of the United States. EXIM's operations subsequent to September 30, 1991, are subject to the provisions of the Federal Credit Reform Act (FCRA), which became effective October 1, 1991.

The mission of EXIM is to support U.S. exports by providing export financing through its loan, guarantee, and insurance programs in cases where the private sector is unable or unwilling to provide financing, or where such support is necessary to level the competitive playing field for U.S. exporters due to financing provided by foreign governments to their exporters. In pursuit of its mission of supporting U.S. exports, EXIM offers four major financial products: loan guarantees, working capital guarantees, direct loans, and export credit insurance. All EXIM obligations carry the full faith and credit of the U.S. government.

In accordance with its Charter (12 U.S.C. 635 et seq.), continuation of EXIM's functions in furtherance of its objectives and purposes is subject to periodic extensions granted by Congress. In December 2019, The Export-Import Bank Extension (P.L.116-94, Div. I, Title IV) fully reauthorized EXIM through December 31,


2026. EXIM’s Charter requires reasonable assurance of repayment for the transactions EXIM authorizes, and EXIM closely monitors credit and other risks in its portfolio. Additional provisions contained in the amended Charter include a new program on China and Transformational Exports and related reporting, an increase to the small business threshold starting in FY 2021, as well as alternative procedures to follow during a quorum lapse.

Strategic Plan

The Strategic Plan guides EXIM to effectively accomplish its mission, maintain consistency with its Charter, and fulfill congressional mandates. The FY 2022 through FY 2026 Strategic Plan guides efforts at all levels of the organization and is a foundation for internal strategic and operational discussions.

The FY 2022-2026 Strategic Plan consists of four goals:

Goal 1




Supporting American prosperity through a strong, diverse portfolio

Goal 2




Foster American competitiveness through modern, sound policies and initiatives

Goal 3



Create a diverse, dynamic work environment where our teams thrive

Goal 4



Promote the integrity and transparency of our operations and processes

EXIM’s FY 2022 Annual Performance Report will be posted at <https://www.exim.gov/leadership-governance/strategic-plans> when it is available in FY 2023.

EXIM’s Programs

EXIM’s export financing programs facilitate and support U.S. exports through four major programs: loan guarantees, direct loans, export credit insurance, and working capital guarantees.

Each of these programs has an associated term: short-, medium-, or long-term. Loans and guarantees extended under the medium-term program typically have repayment terms of one to seven years, while loans and guarantees extended under the long-term program usually have repayment terms in excess of seven years. Short-term financing consists of transactions with terms of one year or less.

Program Term	Repayment Terms
Short-Term	≤ 1 year
Medium-Term	1-7 years
Long-Term	≥ 7 years

Loan Guarantee Program
(<https://www.exim.gov/what-we-do/loan-guarantee>)

EXIM loan guarantees cover the repayment risks on the foreign buyer’s debts when purchasing U.S. exports. EXIM guarantees to a commercial lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. For medium- and long-term transactions, EXIM provides an 85 percent (85%) guarantee, with a 15 percent (15%) down payment from the buyer.

Working Capital Guarantee Program (WCGP)
(<https://www.exim.gov/what-we-do/working-capital>)

Under the WCGP, EXIM provides repayment guarantees to lenders on secured, short-term working capital loans made to qualified exporters. The working capital guarantee may be approved for a single loan or a revolving line of credit. For working capital guarantees, EXIM generally provides a 90 percent (90%) loan-backing guarantee to the lender.

Direct Loan Program

(<https://www.exim.gov/what-we-do/direct-loan>)

EXIM offers fixed-rate loans directly to foreign buyers of U.S. goods and services. EXIM extends to a company's foreign customer a fixed-rate loan covering up to 85 percent (85%) of the U.S. contract value. The fixed-interest rates are determined through the Arrangement on Guidelines for Officially Supported Export Credits (the Arrangement) negotiated among members of the Organisation for Economic Co-operation and Development (OECD).

Export Credit Insurance

(<https://www.exim.gov/what-we-do/export-credit-insurance>)

EXIM's Export Credit Insurance Program supports U.S. exporters selling goods overseas by protecting the businesses against the risk of foreign buyer or other foreign debtor default for political or commercial reasons.

This risk protection permits exporters to extend credit to their international customers where otherwise not possible. Insurance policies may apply to shipments to one or many buyers, insure comprehensive credit risks (including both commercial and political) or only political risks, offer either short-term or medium-term coverage, and are primarily U.S.-dollar transactions.

Covid-19 Initiatives

In FY 2020 EXIM developed relief measures, under currently existing programs, in order to provide relief and more flexibility to U.S. businesses, their buyers, financial institutions, and American workers negatively impacted by COVID-19:

- Pre-Delivery / Pre-Export Financing Expansion
- Supply-Chain Financing Guarantee Expansion
- Working Capital Guarantee Expansion
- Bridge Financing

Three of these relief measures developed in the wake of COVID-19 expanded products already offered by EXIM but were adjusted to add flexibility to make them more widely available to the export community. Bridge Financing, the fourth relief measure, was available as

a direct or guaranteed loan to foreign borrowers. Since March 2020, the EXIM Board of Directors approved the extension of availability for these temporary relief measures. As the world continues to deal with the COVID-19 pandemic impacts, in April 2022, the EXIM Board of Directors voted unanimously once more to extend two of the relief measures through April 30, 2023. The two measures that have been extended are: Working Capital Guarantee Expansion and Pre-Delivery/Pre-Export Financing Program.

The Working Capital Guarantee Expansion facilitates loans from commercial lenders to creditworthy U.S. businesses that export over the term of the loan, while the Pre-Delivery/Pre-Export Financing Program permits pre-export payment financing for transaction in which EXIM is not financing the item at shipment.

II. ORGANIZATIONAL STRUCTURE

EXIM's headquarters is located in Washington, D.C., with business-development efforts supported through 12 regional offices across the country.

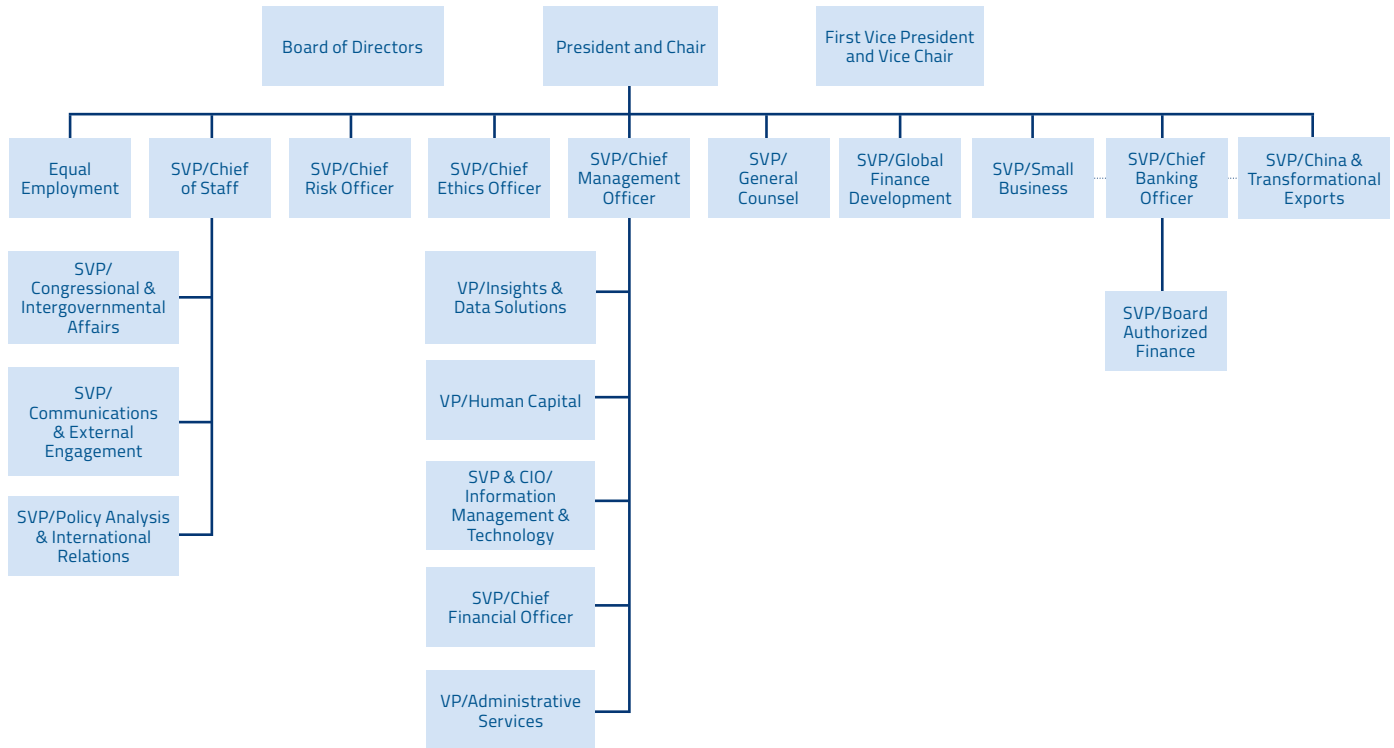
With decades of experience around the globe, the leaders of EXIM are uniquely equipped to support U.S. companies as they seek to fill orders abroad.

EXIM's governance structure consists of the following offices:

- Office of the Chairman and President
- Board of Directors
- Office of the Senior Vice President and Chief of Staff
- Office of the Senior Vice President and Chief Banking Officer
- Office of the Senior Vice President and Chief Management Officer

A more detailed breakdown of these offices is illustrated in the organizational chart on the next page.

EXIM 2022 Organizational Structure



III. FY 2022 PERFORMANCE AND RESULTS

Total Authorizations

EXIM provides financing to facilitate U.S. exports and support jobs by either offering competitive rates and terms against other foreign ECAs or by filling financing gaps when private lenders are unable or unwilling to provide support for U.S. goods and services.

In implementing this mandate, EXIM approved \$5,242.0 million in total authorizations in FY 2022. In contrast, EXIM approved \$5,765.3 million in total authorizations in FY 2021. The FY 2022 authorizations supported an estimated U.S. export value (the total dollar value of exports related to EXIM's authorized financing) of \$10,557.4 million. See Exhibit 1 for a breakdown of FY 2022 authorizations by term and program.

Exhibit 1: Authorizations by Term and Program

	FY 2022		FY 2021	
	Authorized (in millions)	As Percent of Total	Authorized (in millions)	As Percent of Total
Long-Term				
Loans	\$ -	-	\$69.8	1.2%
Guarantees	1,380.1	26.3%	2,059.9	35.7%
Subtotal, Long-Term	1,380.1	26.3%	2,129.7	36.9%
Medium-Term				
Guarantees	360.8	6.9%	159.7	2.8%
Insurance	83.2	1.6%	41.0	0.7%
Subtotal, Medium-Term	444.0	8.5%	200.7	3.5%
Short-Term				
Guarantees	1,158.7	22.1%	1,202.7	20.9%
Insurance	2,259.2	43.1%	2,232.2	38.7%
Subtotal, Short-Term	3,417.9	65.2%	3,434.9	59.6%
Total Authorizations	\$5,242.0	100.0%	\$5,765.3	100.0%

Long-term transactions: Long-term transactions require extensive credit assessments performed by underwriters with subject-matter expertise before being considered for approval. The assessments are subsequently moved through multiple levels of internal review and consideration. Evaluations assess key transactional risks such as the borrower's industry, competitive position, operating performance, liquidity position, leverage, ability to service debt obligations, and others.

Frequently, credit enhancements are included in the structure of a long-term financing (often in the form of collateral) to decrease the risk of a borrower default and increase recoveries in the event of default. A risk rating is assigned to the transaction based on this evaluation which, in turn, assists in establishing the level of loss reserves EXIM must set aside.

Short-term and medium-term transactions: These transactions are largely approved under individual delegated authority granted by the Board of Directors to EXIM staff and commercial banks pursuant to prescribed credit standards and information requirements. Governance and control procedures employed include periodic credit and compliance reviews, the results of which are provided to senior management and to the Board of Directors.

Congressional Mandates

In accordance with the EXIM Charter, EXIM operates under congressional mandates. Fiscal year results are fundamental indicators of operational performance under such mandates, which are referred to as:

1. **Small Business Mandate** (12 U.S.C. § 635(b)(1)(E)(v)): The Charter states that not less than 30 percent (30%) of the aggregate loan, guarantee, and insurance authority available to EXIM should be made available to finance exports directly by small business concerns.
2. **Sub-Saharan Africa Mandate** (12 U.S.C. § 635(b)(9)(A)): The Charter directs the Board of Directors of EXIM to take measures, consistent with the credit standards otherwise required by law, to promote the expansion of EXIM's financial commitments in sub Saharan Africa under the loan, guarantee, and insurance programs of EXIM.

3. **Environmentally Beneficial Goods and Services Mandate** (12 U.S.C. § 635i-5(b)(1)): The Charter states that EXIM shall encourage the use of its programs to support the export of goods and services that have beneficial effects on the environment or mitigate potential adverse environmental effects. EXIM shall also promote the export of goods and services related to renewable-energy sources with a goal to ensure that not less than 5 percent¹ of the applicable amount² is made available each fiscal year for the financing of renewable energy.

4. **Program on China and Transformational Exports Mandate** (12 U.S.C. 635 et seq): The Charter directs EXIM to establish a new program to support the extension of loans, guarantees, and insurance, at rates and on terms and other conditions, to the extent practicable, that are fully competitive with rates, terms, and other conditions established by the People's Republic of China or by other covered countries as defined by the Charter (Sec. 2(l)(2). EXIM's goal is to reserve twenty percent (20%) of the agency's total financing authority, or \$27.0 billion, for support made pursuant to the program.

Small Business Mandate

EXIM's programs play an important role in providing export finance support to small businesses that have the ability to expand and create American jobs. EXIM provides export finance solutions to U.S. small businesses, particularly those companies with fewer than 100 employees or that have been traditionally underserved, including minority-owned and woman-owned companies. EXIM focuses on the growth of its small business customer base in the U.S. to support a broader reach across the United States.

Small businesses are major creators of jobs in the United States, and Congress places significant emphasis on supporting small business exports by mandating the amount of EXIM's authority that will be made available to small businesses every fiscal year.

¹ Charter Sec. 2(b)(1)(K)

² The applicable amount as defined in section 6(a)(2) of the Charter for each of fiscal years 2020 through 2027 is \$135,000.0 million.

In 1978, EXIM introduced its first short-term export credit insurance policy tailored for small business, and then in 1985, Congress enacted a 10 percent (10%) mandate the amount of financing authority that is to be made available for small businesses. The mandate was increased in 2002 to 20 percent (20%), and in December 2015 (FY 2016) to 25 percent (25%). Effective by January of 2021 the mandate again increased to 30 percent (30%).

EXIM's Office of Small Business provides an agency-wide focus on small business support with overall responsibility for expanding and overseeing small business outreach. This group is responsible for helping to provide small businesses with financial assistance to increase export sales and for acting as a liaison with the Small Business Administration and other departments and agencies in the U.S. government in matters affecting small businesses. EXIM continues to innovate, design, and implement products and policies to meet the needs of the U.S. small business exporter.

FY 2022 Small Business Authorizations

EXIM's objective is to increase small business authorizations consistent with all applicable statutory and policy requirements. In FY 2022, EXIM had sufficient financing authority for all qualified small business applications.

Small business authorizations in FY 2022 were \$1,536.5 million and \$1,627.7 million in FY 2021. In FY 2022, small business authorizations represented 29.3 percent (29.3%) of total authorizations and 32.2 percent (32.2%) of the direct export value EXIM supported in FY 2022.

During FY 2022, the number of transactions that were executed for the direct benefit of small business exporters was 1,589 or 88.3 percent (88.3%) of the total number of transactions, compared to 86.9 percent (86.9%) of the total number of transactions in FY 2021.

32.2% of total direct export value supported in FY 2022 was for small business

29.3% of EXIM transactions directly benefited U.S. small business exporters

Of the small business transactions authorized in FY 2022, 863 of these transactions were less than \$500,000 compared to 1,009 transactions in FY 2021. In FY 2022, 118 new small business exporters

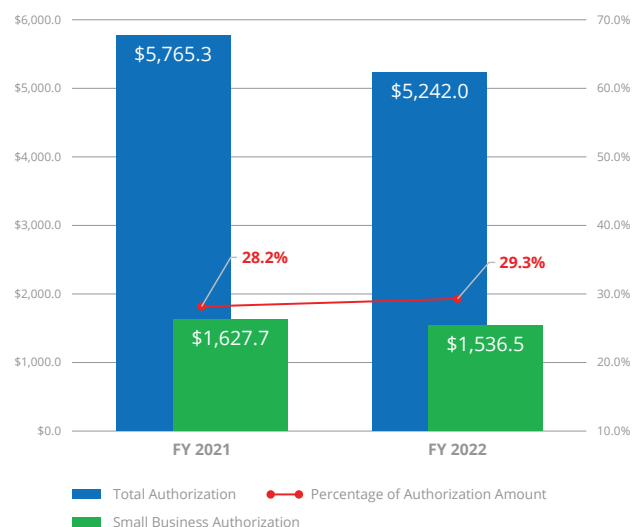
used EXIM small business products for the first time compared to 197 new small business exporters in FY 2021.

EXIM offers two products which primarily benefit small businesses: working capital guarantees and export credit insurance. In FY 2022, \$392.5 million, or 84.3 percent (84.3%), of total authorizations in the Working Capital Guarantee Program supported small businesses compared to 62.2 percent (62.2%) in FY 2021. Of the total authorizations under the export credit insurance program in FY 2022, 45.1 percent (45.1%), or \$1,055.4 million, supported small businesses, compared to 52.5 percent (52.5%) in FY 2021.

EXIM also works to support the unique needs of minority-owned and women-owned businesses providing hands-on guidance on how to qualify for and access EXIM financing in order to grow their exports. Supported by this effort, minority-owned and women-owned businesses accounted for \$347.4 million and \$361.0 million of authorizations in FY 2022 and FY 2021, respectively. In FY 2022, of the \$347.4 million, \$322.4 million are in direct benefit of small businesses.

As illustrated in Exhibit 2, which shows the total dollar amount of authorizations for small business exports as a percentage of total authorizations, financing to directly support exports by small businesses slightly increased in FY 2022, accounting for 29.3 percent (29.3%) of the agency's total authorization amount.

Exhibit 2: Small Business Authorizations as a Percentage of Total Dollars Authorized



Sub-Saharan Africa Mandate

EXIM provides U.S. exporters with the financing tools they need to successfully compete for business in Africa and offers products and initiatives that help U.S. exporters in all regions of Africa, including high-risk and emerging markets. For African buyers, EXIM support typically takes the form of guarantees or insurance of lender loans, allowing African buyers the opportunity to obtain funds at competitive rates and for longer terms. This EXIM support simultaneously benefits job creation in both the United States and sub-Saharan Africa.

Pursuant to its Charter, EXIM has established the Sub-Saharan Africa Advisory Committee. The committee members advise EXIM and the Board of Directors on the development and implementation of policies and programs designed to support EXIM's engagement in sub-Saharan Africa, with a focus on boosting American exports and bolstering U.S. jobs.

FY 2022 Sub-Saharan Africa Authorizations

In FY 2022, sub-Saharan Africa dollar authorizations represented 2.1 percent (2.1%), or \$109.1 million of total authorizations, while in FY 2021 the dollar amount of authorizations represented 0.7 percent (0.7%) of total authorizations, or \$42.9 million. Sub-Saharan Africa authorizations represented 76 transactions, or 4.2 percent (4.2%), of EXIM's transactional total in FY 2022 and 74 transactions, or 3.6 percent (3.6%) in FY 2021.

Environmentally Beneficial Goods and Services Mandate

EXIM fills the financing gap to support competitive financing for U.S. exports while also maintaining environmental responsibility. As required by Congress in 1992, EXIM adopted environmental procedures and guidelines to assess the environmental impacts of projects seeking EXIM financing and was the first ECA to adopt such procedures. In addition to EXIM's environmental and social due diligence, EXIM financing supports renewable and other environmentally beneficial U.S. exports as required by its Charter.

EXIM financing helps mitigate risk for U.S. companies that offer environmentally beneficial goods and services and also offers competitive financing terms to international buyers for the purchase of these U.S.-made environmental goods and services. EXIM has an active portfolio that includes financing for U.S. exports of:

- Renewable-energy equipment
- Wastewater-treatment projects
- Air-pollution technologies
- Waste-management services
- Other various environmental goods and services

EXIM financing for environmentally beneficial exports supports U.S. jobs in this innovative sector and promotes US companies the ability to compete with globally competitive financing terms.

FY 2022 Environmentally Beneficial Authorizations

In FY 2022, EXIM authorizations of environmentally beneficial goods and services totaled \$176.1 million, and approximately 3.4 percent (3.4%) of EXIM's FY 2022 authorizations supported environmentally beneficial goods. EXIM's total number of renewable-energy authorizations, a subset of EXIM's environmentally beneficial authorizations, totaled 10 transactions in FY 2022. In FY 2022, EXIM authorizations which support United States renewable-energy exports and services totaled \$54.3 million.

Program on China and Transformational Exports Mandate

In the Export-Import Bank Extension³ passed in 2019, Congress directed EXIM to establish a Program on China and Transformational Exports (Charter Section 2(l)). The central purpose of the program is to support extensions of export credit and insurance that are fully competitive, to the extent practicable, with those provided by China to:

1. Directly neutralize export subsidies for competing goods and services financed by official export credit, tied aid, or blended financing provided by China or by other covered countries.

³ P.L. 116-94, Division I, Title IV

2. Advance the comparative leadership of the United States with respect to China, or support United States innovation, employment, and technological standards, through direct exports in 10 transformative areas, plus any associated services. The 10 transformation areas are as follows:

- Artificial intelligence
- Biotechnology
- Biomedical sciences
- Wireless communications equipment
- Quantum computing
- Renewable energy, energy efficiency, and energy storage
- Semiconductor and semiconductor machinery manufacturing
- Emerging financial technologies
- Water treatment and sanitation
- High-performance computing

FY 2022 China and Transformational Exports Authorizations

EXIM is mandated with a goal of reserving not less than 20 percent (20%) of the agency's total financing authority, or \$27.0 billion out of the total of EXIM's \$135.0 billion lending limit, for support made pursuant to this mandate. In FY 2022, EXIM had \$27.0 billion of financing authority available to support exports under the program. \$252.9 million was authorized in direct support of this program, or 4.8 percent (4.8%) of total authorizations. EXIM authorized \$141.3 million in direct support of this program, or 2.5 percent (2.5%) of total authorizations, in FY 2021 when starting the program.

IV. EXIM'S SELF-FINANCING STATUS

EXIM is considered a self-financing agency, which means that EXIM collects funds from credit program customers and uses these funds to offset, or pay-back, EXIM's appropriation to the U.S. Treasury. EXIM collects commitment and exposure fees as well as interest and first sets aside funds to maintain prudent loan loss

reserves. Any additional collections made in excess of the amounts used to pay back EXIM's appropriations are sent to the U.S. Treasury and offset federal debt.

In FY 2022, through its annual appropriation, EXIM had authority to obligate \$114.0 million for administrative costs.⁴ EXIM self-financed, or paid back, \$34.1 million of these costs with offsetting collections while the remaining \$79.9 million was covered by the annual appropriation. During FY 2021, \$61.7 million of EXIM's administrative costs were covered by offsetting collections while \$48.3 million was covered by an annual appropriation. Increasing transaction levels provide for additional fee and interest collections that assist EXIM regain full self-financing status.

In FY 2022 EXIM also received a \$5.0 million program budget appropriation for the cost of direct loans, loan guarantees, and insurance, which is available for obligation until September 30, 2025. As of September 30, 2022, of the \$5.0 million program budget appropriation, EXIM obligated program cost of \$2.1 million. In FY 2021, EXIM did not receive a program budget appropriation.

Since 1992, when FCRA became effective, EXIM has generated \$8.8 billion in revenues for U.S. taxpayers after providing for expenses, loan-loss reserves, and administrative costs.

Since 1992, the Bank has sent **\$8.8 billion**
to the U.S. Treasury to offset the federal debt

V. RISK MANAGEMENT

Pursuant to the Enterprise Risk Committee (ERC) Charter, EXIM's ERC is responsible for reviewing, evaluating, educating, coordinating, and making recommendations to the Chief Risk Officer, the EXIM President, and senior management on financial, credit, legal, operational, reputational, and other risks including EXIM policies related to those risks. The ERC manages the risks through an integrated, enterprise risk-management program that includes identifying, prioritizing, measuring, monitoring, and managing agency risks in a holistic, entity-wide manner.

⁴ Department of State, Foreign Operations, and Related Programs Appropriations Act, 2022 (P.L. 117-103, Div. K, Title VI)

Protecting the U.S. Taxpayer

One of EXIM’s core responsibilities is to minimize, through the diligent application of prudent commercial lending principles, the risk of loss to the United States taxpayer arising from business activities. EXIM continues its prudent oversight and due-diligence standards to protect taxpayers through its comprehensive risk-management framework. This framework starts with effective underwriting to ensure a reasonable assurance of repayment, consistent with statutory requirements.

EXIM’s Board of Directors, or EXIM officer(s) acting pursuant to delegated authority from the Board of Directors, makes the final determination of reasonable assurance of repayment, taking into consideration staff recommendations. Transactions require the approval of the Board of Directors directly or through delegated authority.

EXIM’s comprehensive risk management includes detailed documentation to ensure EXIM’s rights are protected legally and that the transaction is not in violation of U.S. government policy or sanctions. Risk management continues after a transaction is approved with proactive monitoring efforts to minimize defaults and losses. EXIM believes that a comprehensive risk-management framework minimizes claims and defaults and maximizes value to the taxpayer. EXIM engages in robust portfolio management, as well as oversight and governance, including maintaining adequate loan-loss reserves to cover expected loss.

Risk management processes that are performed after a transaction is approved encompass the following:

- Proactively managing individual transactions in EXIM’s portfolio with a focus on the financial condition of the primary source of repayment;
- Assessing the use, maintenance and condition of mortgaged collateral, as applicable;
- Actively managing operative phase matters, including any requested or necessary amendments, waivers and consents, and, if applicable, restructurings.

EXIM seeks to maintain an appropriate balance between meeting the needs of the borrower and primary source of repayment and protecting the United States taxpayer through preserving the value of both EXIM’s collateral and assets, and its legal rights. Transactional risk management staff ensure that senior management is

apprised of the performance of the portfolio through regular reporting and presentations to ERC. In addition, the risk rating for each borrower and primary source of repayment is updated on a continuing basis. The risk-rating system is discussed more in detail in sections below.

Default Rate

Pursuant to its Charter, EXIM is mandated to report to Congress on a quarterly basis the current default rate on its active portfolio. This rate reflects a “total amount of required payments that are overdue” (claims paid on guarantees and insurance transactions plus loans past due) divided by a “total amount of financing involved” (disbursements). Currently, EXIM is required to maintain a default rate below two percent (2%) to avoid a freeze on the lending cap. If the rate is two percent (2%) or more for a reporting quarter, EXIM may not exceed the amount of loans, guarantees, and insurance outstanding on the last day of that quarter, until the rate is less than 2 percent (2%) again. On September 30, 2022, the reported default rate was 1.318 percent (1.318%). The default rate has stabilized as EXIM has successfully restructured transactions with borrowers who required liquidity relief during COVID-19 pandemic.

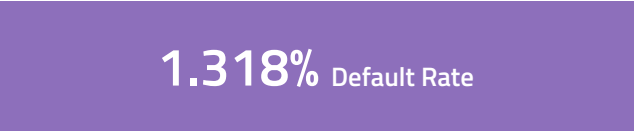
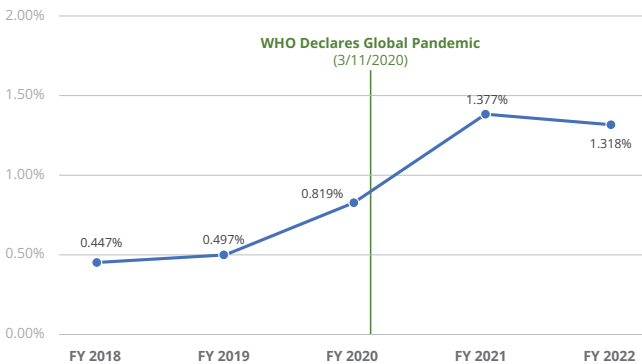


Exhibit 3 shows the trend of EXIM’s default rate over the last five years. Increase in the default rate was primarily attributable to the COVID-19 crisis from FY 2020 to FY 2021 as the pandemic affected some industries such as transportation more than the others. Now, the rate has stabilized as EXIM has successfully restructured transactions with borrowers who required liquidity relief during the COVID-19 pandemic.

Exhibit 3: Default Rate (Five-Year Trend)



Portfolio-Risk Rating System and Risk Profile

The Interagency Country Risk Assessment System (ICRAS)

FCRA requires a standardized country risk assessment for all U.S. government agencies. In 1992 the Office of Management and Budget (OMB) established the Interagency Country Risk Assessment System, or ICRAS. ICRAS provides a framework for uniformly measuring the costs of the U.S. government's international credit programs across the various agencies that administer them. To operate this framework, OMB chairs an interagency working group composed of the agencies with international loan programs.⁵ One of OMB's key goals in developing this system was to pattern ICRAS after rating systems in the private sector. Therefore, ICRAS adopts similar ratings and rating methodologies as the private rating agencies, such as those rating systems used by Moody's Investor Service, S&P Global Ratings and Fitch Ratings.

EXIM, through the Country Risk and Economic Analysis (CREA) Division in the Office of the Chief Risk Officer, serves as the Secretariat for ICRAS. CREA prepares assessments of country-risk conditions, and submits monthly analyses and risk rating recommendations to ICRAS. The ICRAS meets quarterly to discuss and decide on CREA's risk rating recommendations.

Risk Ratings

ICRAS rates countries on the basis of economic, political, financial, and social variables. Two risk levels are determined for each country: a sovereign-risk level, for lending to the sovereign government, and a nonsovereign-risk level, for lending within the private market of that sovereign government. There are 11 sovereign and nine nonsovereign risk categories. ICRAS currently has risk ratings for 206 sovereign and 207 nonsovereign markets.

The ratings are based, in general, on a country's (i) ability to make payments as indicated by relevant economic factors and (ii) willingness to pay as indicated by payment record and political and social factors. Four categories, ratings 1 through 4, are roughly equivalent to "creditworthy" or "investment grade" commercial bond ratings. Three categories, ratings 9 to 11, are for countries either unable to pay fully, even with extended

repayment periods, or currently unwilling to make a good-faith effort. Other categories reflect various degrees of potential or actual payment difficulties.

Exposure-Risk Profile and Budget Cost Level

Corresponding with the ICRAS risk-rating system detailed above, EXIM classifies medium and long-term credits into 11 risk categories, with level 1 being the lowest risk and 11 being the riskiest. Each level in this scale is referred to as a Budget Cost Level, or BCL. The purpose of the BCL is to determine the repayment risk for each transaction, with the rating reflecting EXIM's assessment of the risk of the transaction at the time of authorization.

BCL 1 through 4 are considered "investment grade" ratings and are the equivalent of S&P's BBB- or better ratings. BCL 5 or worse are considered "speculative grade", equivalent to a BB+ or BB or worse. EXIM generally does not authorize new credits that would be risk-rated with a BCL above an 8.

EXIM is assuming and managing country and credit risks to support U.S. exports that the private sector is unable or unwilling to support. The overall weighted-average risk rating of EXIM's portfolio is above a BCL 4. The overall weighted-average risk rating for rated export credit authorizations made in FY 2022 was 5.3 compared to a weighted-average risk rating of 5.4 in FY 2021. For FY 2022, 12.3 percent (12.3%) of EXIM's rated new authorizations were in the level 1 to 4 range (AAA to BBB-) while 87.7 percent (87.7%) were rated level 5 to 8 (BB+ to B-).

Changes in Portfolio-Risk Level

On September 30, 2022, EXIM had a portfolio exposure of \$35,397.0 million of loans, guarantees, insurance, and outstanding claims receivable. The outstanding portfolio includes new business transactions as well as the existing portfolio transactions that are risk-rated at the end of each fiscal year. The risk rating for the total portfolio exposure increased, with the weighted average in FY 2022 at 5.7 as compared to 5.6 in FY 2021.

⁵ Including the Departments of State, Treasury, U.S. Department of Agriculture, U.S. International Development Finance Corporation, Commerce, Defense, the Federal Reserve, and EXIM

Impaired Credits and Paris Club Activities

Impaired Credits

Impaired Credits are defined as those transactions risk rated as BCL 9 to 11 and are on the verge of default due to political, commercial, operational, and/or technical events or unforeseeable circumstances which have affected the borrower's ability to service repayment of EXIM credits.

Paris Club Activities

The Paris Club is a group of 22 permanent member-creditor countries that meets regularly in Paris to discuss and provide debt relief to qualifying debtor countries. The U.S. Treasury and State Department represent the United States and the interests of all U.S. agencies that hold international debt, such as EXIM. Paris Club debt relief can come in the form of rescheduling, or a reduction or suspension in payments for a certain period or a certain date. In FY 2021, no country has received Paris Club treatment of EXIM debt in the form of principal forgiven. In FY2022 the U.S. Government executed deferral agreements between the United States and the Islamic Republic of Pakistan.

Effectiveness and Efficiency

EXIM uses various measures to assess the relative efficiency and effectiveness of EXIM's programs. EXIM's annual Report to the U.S. Congress on Global Export Credit Competition (the "Competitiveness Report") compares EXIM's competitive performance with that of other ECAs. When combining the Competitiveness Report with internal efficiency measurements, management assesses the effectiveness of EXIM's operations.

The 2021 Competitiveness Report,⁶ released in 2022 for the period January 1, 2021, to December 31, 2021, titled "Reaching New Heights," focuses on the 2021 global export finance market, an emerging new era of official export finance, and the lingering impact of the COVID-19 pandemic.

Historically, the Competitiveness Report focused particularly on medium- and long-term (MLT) officially supported export credits. However, given the continued economic impacts of COVID-19 in 2021, the 2021 report expanded its historical scope to also capture measures focused on shorter-term liquidity concerns which

ECAs took to bolster their exporter base and domestic economies in the near term.

The report also discusses how as economies worked to recover from the COVID-19 impact, many ECAs did not simply retreat to old paradigms, but rather pivoted to a new way forward which included (1) implementing changes to the OECD Arrangement, (2) focusing on climate related financing, (3) introducing new financing capabilities, and (4) moving toward increasingly proactive operational models.

VI. PORTFOLIO

An efficient and effective risk-management framework allows EXIM to recognize long-term fluctuations in the external risk environment, and then pivot accordingly. Understanding how to pivot, however, requires an understanding of the distinct characteristics of EXIM's exposure around the world. As a result, EXIM management views the portfolio through a variety of different lenses, each offering its own narrative, nuance, and interpretation.

Prospective-Based Analyses

Program, Region, Industry, and Foreign Currency

For both financial statement and analytical purposes, EXIM defines exposure as the outstanding (disbursed less any repayments) and undisbursed principal balance of loans, guarantees, and insurance, and also includes any unrecovered balances of payments made on claims submitted, and approved by EXIM. Exposure does not include accrued interest or transactions pending final approval. The claims payments are made by EXIM while acting as guarantor or insurer under the export guarantee and insurance programs.

Program Exposure

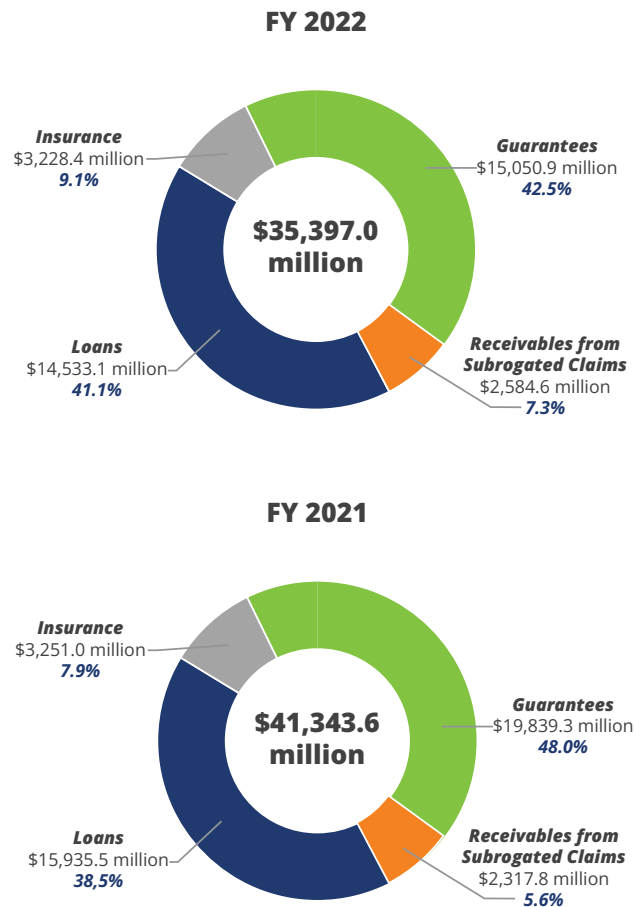
EXIM currently has exposure totaling \$35,397.0 million as of September 30, 2022, compared to \$41,343.6 million in FY 2021. Overall, portfolio exposure has declined due to repayments, including prepayments, on outstanding transactions exceeding new authorizations. With lower credit authorizations, the maturing portfolio trends can be seen on the exposure exhibits below.

From a portfolio perspective, guarantees made up the largest portion (42.5 percent and 48.0 percent) of EXIM's exposure at September 30, 2022, and September 30, 2021, respectively.

⁶ <http://www.exim.gov/news/reports/competitiveness-reports>

Exhibit 4 summarizes total EXIM exposure by program for FY 2022.

Exhibit 4: Exposure by Program



Regional and Top-Country Exposure

EXIM currently has exposure in 156 countries throughout the world. Exhibit 5 illustrates the global regions that make up EXIM’s total exposure, with exposure fairly evenly spread across sub-Saharan Africa 19.2 percent (19.2%), Latin America and Caribbean 16.6 percent (16.6%), and Asia 16.4 percent (16.4%) with these three regions amounting to \$18,481.5 million or 52.2 percent (52.2%) of EXIM’s entire exposure. The “Other” region in Exhibit 5 includes undisbursed balances of short-term multi-buyer insurance that is not allocated by region until the shipment has taken place. Management classifies exposure of regional country

groupings of its loan, guarantee, and insurance portfolio to align EXIM’s reporting with other entities with international exposure such as the World Bank, and the U.S Treasury.

Exhibit 5: Regional Exposure

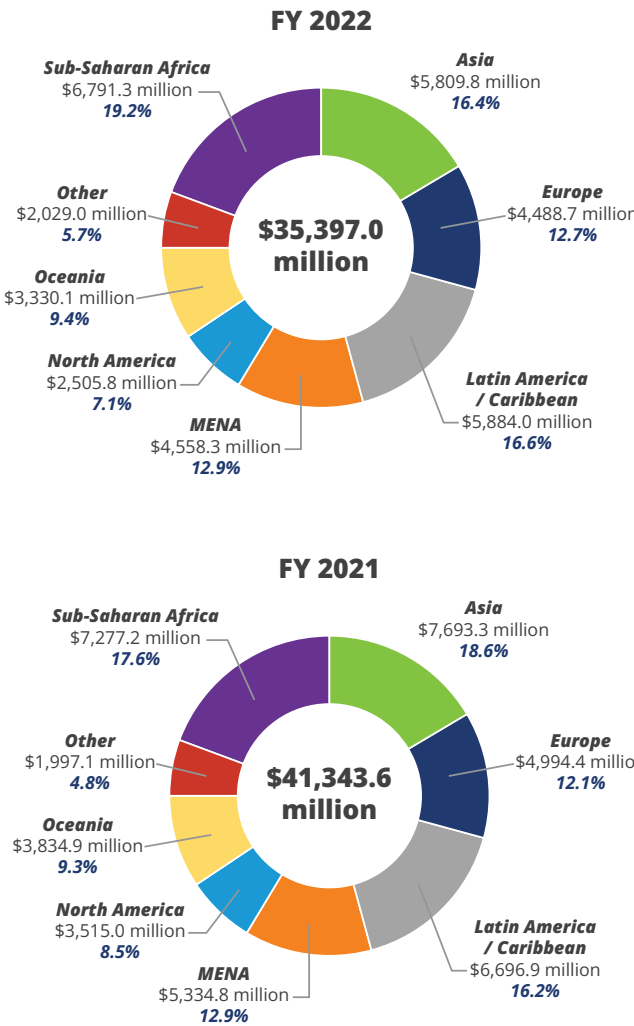
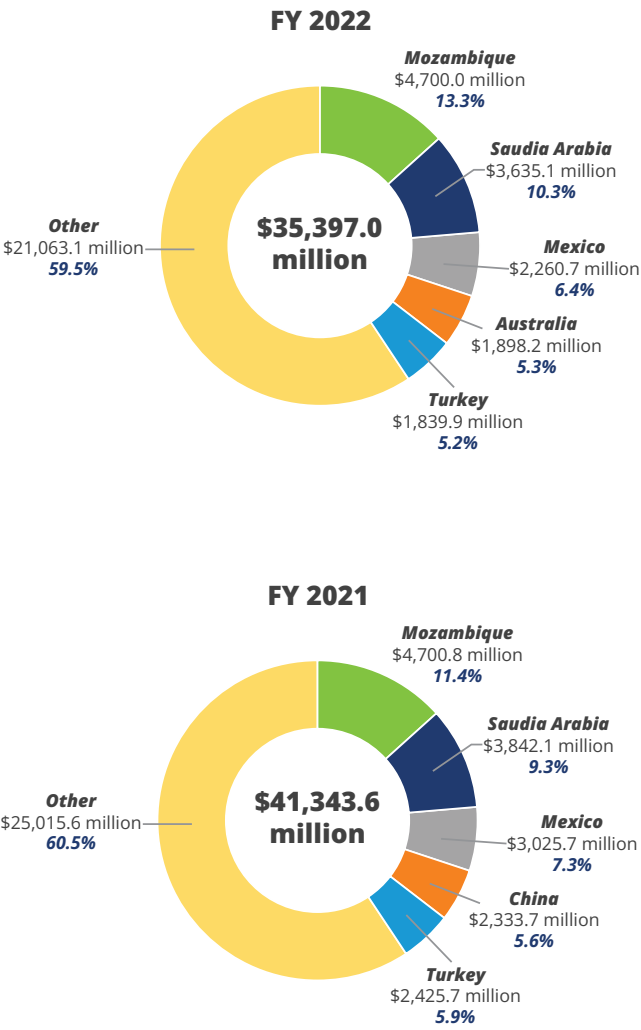


Exhibit 6 illustrates exposure for the top five countries as of September 30, 2022. These five countries make up 40.5 percent (40.5%) of total exposure in FY 2022. The top five countries made up 39.5 percent (39.5%) of total exposure in FY 2021. While China had been one of the top five countries in FY 2021, exposure in Australia has increased in FY 2022 making it one of the top five countries where EXIM has exposure.

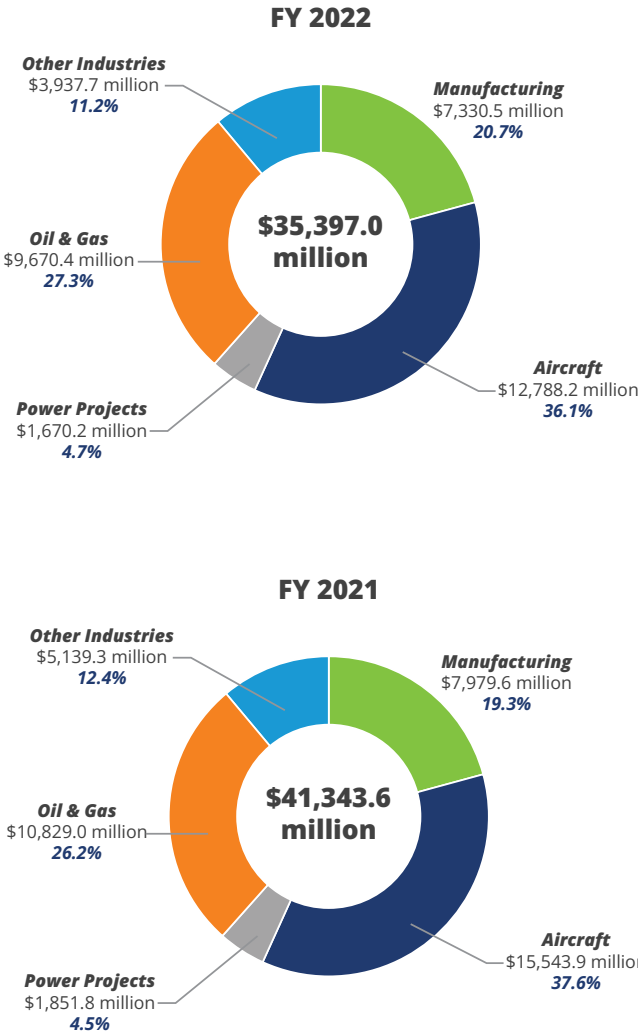
Exhibit 6: Top-Country Exposure



Industry Exposure

Exhibit 7 shows exposure by the major industrial sectors in EXIM's portfolio stayed consistent, with the aircraft industry making up the largest exposure at 36.1 percent (36.1%). Some of the industrial sectors included in "Other Industries" are information and communication service providers, mining, agriculture forestry fishing and hunting, and construction.

Exhibit 7: Exposure by Major Industrial Sector



Foreign-Currency Exposure

EXIM provides guarantees in foreign currencies to allow borrowers to better match debt-service costs with earnings. EXIM adjusts its reserves to reflect the potential risk of foreign-currency fluctuations.

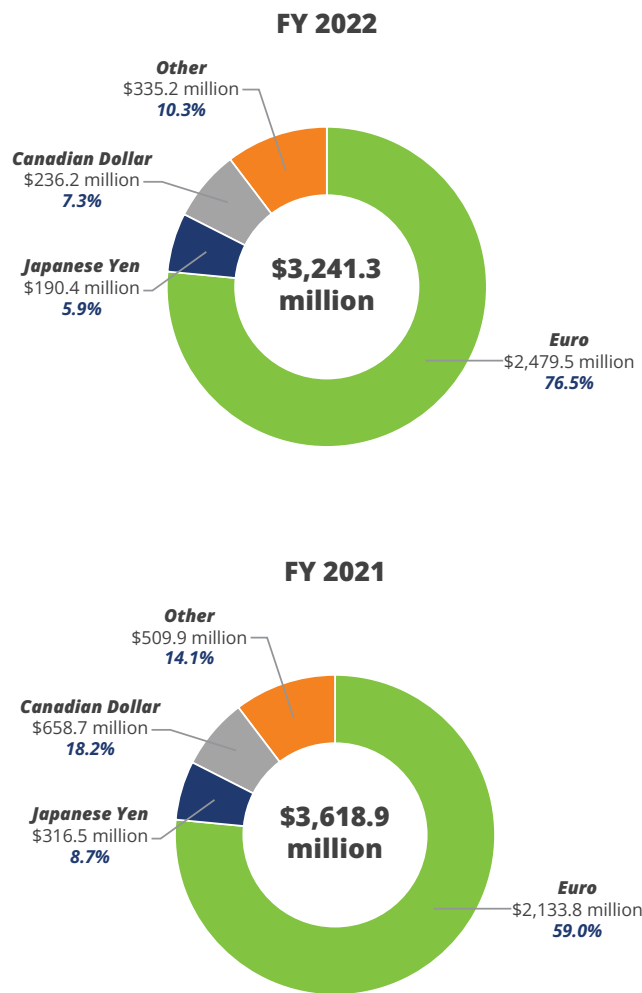
In FY 2022, EXIM approved \$922.8 million in transactions denominated in foreign currency, representing 17.6 percent (17.6%) of all new authorizations. Foreign-currency transactions are recorded on EXIM's books in U.S. dollars based on the exchange rate at the time of authorization. The U.S. dollar exposure is adjusted at year-end using the latest exchange rates.

For FY 2022 the total exposure balance of foreign-currency-denominated guarantees and insurance was \$3,241.3 million, representing 9.2 percent (9.2%) of total EXIM exposure. For FY 2021 the total outstanding exposure balance of foreign-currency-denominated guarantees and insurance was \$3,618.9 million, representing 8.8 percent (8.8%) of total exposure.

The level of foreign-currency authorizations is attributable in large part to borrowers' desire to borrow funds in the same currency as they earn funds in order to mitigate the risk involved with exchange-rate fluctuations. The majority of EXIM's foreign-currency authorizations support U.S. transportation exports.

Exhibit 8 illustrates the U.S. dollar value of EXIM's outstanding foreign-currency exposure, for the three highest foreign currencies outstanding for FY 2022 and FY 2021. The category labeled "Other," in FY 2022 in Exhibit 8, consists of the, South African Rand, Australian Dollar, New Zealand Dollar, and Brazilian Real. Together these make up the \$335.2 million in outstanding foreign-currency exposure.

Exhibit 8: U.S. Dollar Value of Foreign-Currency Exposure



Portfolio-Loss Reserves

Allowance for Losses on Loans and Guaranteed Loan Liabilities

The loss reserves for EXIM credits are comprised of an allowance for loss on direct loans, as well as liabilities for expected defaults on loan guarantees and insurance policies. EXIM sets aside reserves for each credit for expected future losses. Should any defaults occur, any subsequent recoveries are credited to the allowance. Write-offs are charged against the allowance when management determines that a loan or claim balance is no longer collectable.

The allowance on loans and the liabilities for guarantees and insurance authorized after the implementation of FCRA, equates to the amount of expected credit loss associated with the applicable credit. EXIM has established cash-flow models for expected defaults, fees, and recoveries to estimate its credit losses. The models incorporate EXIM's actual historical loss and recovery experience.

EXIM incorporates a quantitative and qualitative framework to calculate loss reserves. The quantitative framework includes factors such as loss curves for sovereign-guaranteed transactions and for asset-backed aircraft transactions. In line with industry best practices, EXIM incorporated qualitative factors that take into account the global macroeconomic environment and set minimum loss rates.

In accordance with OMB guidelines and Statement of Federal Financial Accounting Standards (SFFAS) 2⁷ and SFFAS 18⁸, EXIM annually reestimates the subsidy cost allowance for its loans and the liabilities for guarantees and insurance transactions in order to account for current financial and economic factors that may impact

the portfolio's credit risk profile. This reestimate allows EXIM to annually adjust its loss reserve funds to the appropriate level necessary to cover projected future losses. If estimated credit losses decrease relative to the current level of reserve funds, EXIM sends the excess funds to the U.S. Treasury. Increases in estimated credit losses are covered by additional appropriations that are automatically available through permanent and indefinite authority, pursuant to FCRA.

The reestimate of the credit loss of the exposure for FY 1992 through FY 2022 calculated at September 30, 2022, indicated that there was a net excess of \$259.3 million of funds in the financing accounts. The transfer of the net downward reestimate to the U.S. Treasury will take place in FY 2023. The reestimate of the credit loss of the exposure for FY 1992 through FY 2021 calculated at September 30, 2021, indicated that there was a net of \$73.4 million of additional funds that were needed in the financing accounts. The transfer of the net upward reestimate from the U.S. Treasury to EXIM took place in FY 2022.

The total allowance for losses for loans and claims, and liabilities for guarantees and insurance commitments as of September 30, 2022, is \$2,841.3 million, representing 10.7 percent (10.7%) of outstanding balance of \$26,538.1 million (Exhibit 9). This compares to the allowance for losses for loans and claims, and liabilities for guarantees and insurance commitments as of September 30, 2021, of \$3,078.2 million, representing 9.6 percent (9.6%) of the outstanding balance of \$32,213.8 million.

EXIM's credit programs generally have fees and interest rates higher than the expected default and funding costs, resulting in the net present value of cash inflows to be greater than the outstanding principal of the credit.

⁷ *Accounting for Direct Loans and Loan Guarantees*, August 23, 1993

⁸ Amendments to *Accounting Standards for Direct Loans and Loan Guarantees*, May 17, 2000

Exhibit 9 displays the loss reserves as a percentage of the total portfolio exposure.

Exhibit 9: Loss Reserves and Exposure Summary

	FY2022	FY 2021
Outstanding Guarantees and Insurance	\$14,179.6	\$18,799.9
Outstanding Loans	9,773.9	11,096.1
Outstanding Defaulted Guarantees and Insurance	2,584.6	2,317.8
Total Outstanding	\$26,538.1	\$32,213.8
Undisbursed Guarantees and Insurance	\$4,099.7	\$4,290.4
Undisbursed Loans	4,759.2	4,839.4
Total Undisbursed	\$8,858.9	\$9,129.8
Total Exposure	\$35,397.0	\$41,343.6
Weighted-Average Risk Rating of Total Exposure	5.7	5.6
Loss Reserves		
Liability for Guarantees and Insurance	\$350.7	\$731.4
Allowance for Loan Losses	1,278.3	1,301.6
Allowance for Defaulted Guarantees and Insurance	1,212.3	1,045.2
Total Reserves	\$2,841.3	\$3,078.2
Loss Reserve as Percentage of Outstanding Balance	10.7%	9.6%
Loss Reserve as Percentage of Total Exposure	8.0%	7.4%

VII. KEY BUDGET AND ACCOUNTING REQUIREMENTS

EXIM reports its financial position using generally accepted accounting principles (GAAP) as applied to the federal government in the United States. GAAP for federal entities are the standards and other authoritative pronouncements as prescribed by the Federal Accounting Standards Advisory Board (FASAB). EXIM follows the format and content outlined by OMB Circular A-136⁹ for preparing its financial statements and footnotes.

Under GAAP standards applicable to federal agencies, EXIM reported total net revenue of \$170.0 million for the year ended September 30, 2022, and total net cost of \$137.6 million for the year ended September 30, 2021.

As previously mentioned, administrative and program costs for new authorizations are initially covered by offsetting collections from EXIM's credit-program customers. Costs above the fees collected are supplemented with an annual discretionary appropriation from the U.S. Congress. EXIM also receives mandatory appropriations through an upward reestimate, when it is determined that additional funds are needed through the credit-loss reestimate of EXIM's existing portfolio.

While EXIM looks to further optimize the execution of mission and implementation of its Charter, EXIM complies with federal budget and governmental accounting requirements, two of which are discussed below.

Budgeting for New Authorization Act Under the Federal Credit Reform Act

Under the FCRA, the U.S. government budgets for the present value of the estimated cost of credit programs. For EXIM, the cost is determined by analyzing the net present value of expected cash receipts and cash disbursements associated with all credits authorized during the year. Cash receipts typically include fees, loan principal, and loan interest, while cash disbursements typically include loan disbursements and the payment of claims. EXIM collects fees that cover program obligations and administrative costs to the extent possible.

When expected cash disbursements exceed expected cash receipts, there is an expected net outflow of funds, resulting in a "cost" to EXIM. This cost is sometimes referred to as subsidy or program cost. EXIM is required to estimate this cost annually and to seek budget authority from Congress to cover that cost. New loans and guarantees with a program cost cannot be committed unless sufficient program budget authority is available to cover the calculated credit cost. In FY 2022, EXIM received \$5.0 million in budget authority through the appropriation process, and as of September 30, 2022, has obligated program costs of \$2.1 million. In FY 2021, EXIM did not receive this authority, and as a result only authorized transactions with zero or negative subsidy impact (no program cost).

⁹ Financial Reporting Requirements, revised as of June 3, 2022

The U.S. Treasury provides EXIM funds through an appropriation warrant to cover EXIM's program and administrative costs. The amount of the warrant is established by spending limits set by Congress. Fees collected by EXIM during the year that are in excess of expected losses (offsetting collections) are retained by EXIM. These fees are used to repay appropriation warrants received at the start of the year for administrative costs and credit program costs. In FY 2022 EXIM partially repaid \$34.1 million of the \$114.0 million administrative appropriation warrant, while the remaining \$79.9 was covered by appropriations. The \$5.0 million budget authority EXIM received in FY 2022 for credit program subsidy costs was fully covered by appropriated funds.

Limitations to the Financial Statements

The principal financial statements are prepared to report the financial position, financial condition, and results of operations of EXIM, pursuant to the requirements of 31 U.S.C. § 3515 (b). The statements are prepared from the books and records of EXIM in accordance with Federal generally accepted accounting principles (GAAP) and formats prescribed by OMB. Reports used to monitor and control budgetary resources are prepared from the same records. Users of the statements are advised that the statements are for a component of the U.S. government.

Financial Accounting Policy

OMB Circular A-136¹⁰ details the financial data required to be disclosed, the assertions and reviews over financial information that must be performed and suggests the presentation of such information.

The accompanying FY 2022 and FY 2021 financial statements have been prepared in accordance with generally accepted accounting principles in the United States applicable to federal agencies. EXIM follows applicable sections of Office of Management and Budget (OMB) Circular A-136, Financial Reporting Requirements, revised as of June 3, 2022, when preparing the financial statements and footnotes.

EXIM follows OMB Circular A-11¹¹ as the primary guidance for calculating the program cost associated with EXIM's transactions. In accordance with this

guidance, the amount of program cost calculated on EXIM's transactions authorized after the implementation of FCRA and the associated fees collected equates to the loss allowance on these transactions and is disclosed as such on the financial statements and related notes.

Balance Sheets and Statements of Net Costs

OMB Circular A-136 provides a basic framework for agency financial reports and allows for flexibility to provide additional information useful to the U.S. Government and the public.

EXIM's Statements of Net Costs show the costs and revenues of each of EXIM's major programs. There are two major components, Administrative Costs and the Reestimate of Credit Losses, which have a significant impact on the total net program cost over revenue. Fees and Interest Revenue are offset by a provision for credit loss and thus have no impact on the total net program cost over revenue. For this reason, the "Statement of Net Costs" cannot be read as the equivalent of an Income and Loss Statement.

Impact to Total Net Program Cost or Revenue

- **Program and Administrative Costs:** Program costs are subsidy expenses which is the estimated long-term cost to the government of a direct loan or guarantee, and administrative costs are the costs to operate EXIM and its programs. Program and administrative costs are covered by offsetting collections or appropriations specifically for those expenses. Program and administrative costs are reflected in the Statements of Net Costs; however, the offsetting collections and appropriation used to cover those expenses are reflected in the Statements of Changes in Net Position. Therefore, program and administrative costs have a direct impact on the total net program cost or revenue.
- **Accrual for Annual Reestimate of Credit Loss Reserves:** As previously discussed, each year an analysis is performed to determine the adequacy of the credit loss reserves reflected on the Balance Sheets. Based on this analysis, reserves are either increased or decreased, with an offsetting charge (if reserves are increased) or credit (if reserves are

¹⁰ *Financial Reporting Requirements*, revised as of June 3, 2022

¹¹ *Preparation, Submission, and Execution of the Budget*, revised as of August 2022

decreased) to the Program Costs in the Statements of Net Cost. The change in reserves can vary significantly from year to year and can have a considerable impact on total net program cost or revenue.

No Impact to Total Net Program Cost or Revenue

- **Fee and Interest Revenue Net of Expenses:** All fee and net interest revenue is credited to the Balance Sheets loss reserves to cover future credit losses instead of being applied to cumulative results of operations. As the reserves are increased by the fee and net interest revenue, an offsetting provision for credit losses is charged against income. These components offset and have zero impact on the total net program cost or revenue.

The program and administrative costs and the accrual for the annual reestimate of credit loss reserves represent the true cost of carrying out EXIM's programs and thus are the components that drive the amount of net program cost or revenue displayed in the Statements of Net Cost. For the period ended September 30, 2022, EXIM's total net revenue was \$170.0 million.

EXIM's Balance Sheets show a net position as of September 30, 2022, of (\$307.2) million. The main variable impacting EXIM's Net Position is the Cumulative Results of Operations, which represent distribution of funds to the U.S. Treasury rather than the results of operational activities. The FCRA requires federal agencies to transfer excess funds to the U.S. Treasury.

Over time, EXIM neither accumulates earnings nor has a long-term negative net position, although from time to time the net position shown on the Balance Sheet may be either positive or negative. The yearly change in the net position is shown in detail in the Statement of Changes in Net Position. Net costs or revenue from the Statement of Net Costs, offsetting collections and appropriation usage, and transfers to the U.S. Treasury all affect the net position shown on EXIM's Balance Sheet.

Occasionally EXIM's Statements of Net Cost may show a net cost for the year, while at the same time, EXIM will have transferred funds to the U.S. Treasury in the same year. This is due to differing requirements of the two main pieces of legislation that govern EXIM's operations—the FCRA and the annual appropriations act passed by Congress.

The annual appropriations acts¹² permit EXIM to use offsetting collections (fees and interest collected in the current year that are in excess of amounts set aside for expected losses for the credits that are disbursing in the current fiscal year) to cover administrative obligations made in the current year. Offsetting collections in a given year in excess of amounts stated in the annual appropriation must be transferred to the U.S. Treasury at the end of each fiscal year.

The FCRA requires an annual reestimate of the reserves for credit losses for the entire portfolio. As mentioned above in the "Portfolio-Loss Reserves" section, if the analysis indicates that the reserves must be increased, there is a charge against income for the amount of the increase and together with the program costs may result in a significant overall net cost. The Statements of Net Costs may therefore show a net overall cost, while in the same year excess offsetting collections are transferred to the U.S. Treasury.

In addition to excess offsetting collections, EXIM's transfers to the U.S. Treasury have included dividends declared and paid, pre-FCRA liquidating account transfers, and downward reestimates of the reserve for credit losses.

12 E.g., Department of State, Foreign Operations, and Related Programs Appropriations Act, 2022 (P.L. 117-103, Div. K, Title VI)

Analysis on Significant Financial Data

The following significant financial data is highlighted because the reported amounts represent a significant change between the applicable periods for FY 2022 and FY 2021. More detailed financial information can be found in the financial statements and notes.

Exhibit 10: Table of Key Measures (in millions)

	FY 2022	FY 2021	Change
Balance Sheets			
Direct Loans Receivable, Net	\$8,682.0	\$9,986.6	\$(1,304.6)
Accounts Payable to the U.S. Treasury	520.6	314.2	206.4
Federal Debt and Interest Payable	723.5	962.9	(239.4)
Loan Guarantee Liabilities	350.7	731.4	(380.7)
Other Liabilities (Public)	89.5	112.2	(22.7)
Cumulative Results of Operations	(501.6)	(622.8)	121.2
Statements of Net Cost			
Program Costs - Loans	452.7	527.7	(75.0)
Earned Revenue - Loans	(534.1)	(719.3)	185.2
Program Costs - Guarantees	3.3	448.1	(444.8)
Statements of Changes in Net Position			
Appropriations Received	389.5	768.2	(378.7)
Appropriations Used	384.7	756.2	(371.5)
Offsetting Collections	49.2	74.1	(24.9)
Transfers Without Reimbursement	(57.3)	(76.3)	19.0
Other Non-Entity Activity	(429.4)	(224.7)	(204.7)
Statements of Budgetary Resources			
Appropriations	389.5	768.2	(378.7)
Borrowing Authority	189.7	953.4	(763.7)
Spending Authority from Offsetting Collections	1,271.7	1,830.6	(558.9)
New Obligations and Upward Adjustments	1,586.4	3,376.8	(1,790.4)
Apportioned, Unexpired, End of Year	2,181.6	1,892.5	289.1
Outlays, Net	167.8	691.9	(524.1)
Disbursements, Net	(1,106.9)	(2,132.3)	1,025.4

Balance Sheets

Direct Loans Receivable, Net decreased by \$1,304.6 million from \$9,986.6 million at September 30, 2021 to \$8,682.0 million at September, 2022. The decrease is mainly due to \$1,391.6 million in repayments. This is offset by \$69.5 million of disbursements and \$23.3 million in adjustments to allowance.

Accounts Payable to the U.S. Treasury a subset of Other Liabilities (Intragovernmental) increased by \$206.4 million from \$314.2 million at September 30, 2021 to \$520.6 million at September 30, 2022. This is mainly due to the FY 2022 downward reestimate of \$204.7 million that will be transferred to Treasury in FY 2023.

Federal Debt and Interest Payable decreased by \$239.4 million from \$962.9 million at September 30, 2021, to \$723.5 million at September 30, 2022. The decrease results from payments of payment certificate installments due for payment certificates mostly issued in prior years.

Loan Guarantee Liabilities decreased by \$380.7 million from \$731.4 million at September 30, 2021 to \$350.7 million at September 30, 2022. The decrease is resulting from considerable recoveries made in 2022, which resulted in an increase in recovery rates and hence an increase in the projected cash in-flows. This resulted in a downward reestimate in FY 2022.

Other Liabilities (Public) decreased by \$22.7 million from \$112.2 million at September 30, 2021 to \$89.5 million at September 30, 2022. The change is mainly due to a decrease in offsetting collections and a decrease of unapplied receipts.

Cumulative Results of Operations increased by \$121.2 million from a cumulative loss of \$622.8 at September 30, 2021 to a cumulative loss of \$501.6 million at September 30, 2022. This is mainly due to \$384.7 million in appropriations used, \$49.2 million in offsetting collections used, and \$4.0 million in imputed financing, and the net (revenue) from operations of \$170.0 million. This is offset by the current year downward reestimate of \$429.4 million, and \$53.5 million in capital transfers without reimbursement.

Statements of Net Costs

Program Costs for Loans decreased by \$75.0 million from \$527.7 million for the year ended September 30, 2021, to \$452.7 million for the year ended September 30, 2022. The change is resulting from a decrease in

interest income amortization for loans of \$138.2 million and a decrease in interest expense on borrowings with Treasury of \$47.5 million. This is offset by an increase in the net upward reestimate of \$89.1 million.

Earned Revenue for Loans decreased by \$185.2 million from \$719.3 million for the year ended September 30, 2021, to \$534.1 million for the year ended September 30, 2022. The decrease is resulting from a decrease in interest income on loans of \$85.9 million and a decrease in fees and other income of \$99.4 million.

Program Costs for Guarantees decreased by \$444.8 million from \$448.1 million for the year ended September 30, 2021, to \$3.3 million for the year ended September 30, 2022. The change is mainly related to a downward reestimate in FY 2022 compared to an upward reestimate in FY 2022. This is due to a decrease in expected losses due to considerable recoveries made in FY 2022.

Statements of Changes in Net Position

Appropriations Received decreased by \$378.7 million from \$768.2 million as of September 30, 2021, to \$389.5 million as of September 30, 2022. This is mainly due to a decrease of \$415.3 million of the upward reestimate appropriation, offset by an increase in the EXIM administrative appropriation of \$31.6 million, and a program budget appropriation received in FY 2022 for \$5.0 million.

Appropriations Used decreased by \$371.5 million from \$756.2 as of September 30, 2022 to \$384.7 million at September 30, 2022. The decrease is mainly due to the decrease in the upward reestimate appropriation used, offset by an increase in EXIM's administrative appropriations used.

Offsetting Collections decreased by \$24.9 million from \$74.1 million as of September 30, 2021 to \$49.2 million as of September 30, 2022. The decrease is due to a decrease in portfolio activity including disbursements.

Transfers Without Reimbursement decreased by \$19.0 million from \$76.3 million in capital transfers as of September 30, 2021 to \$57.3 million in capital transfers as of September 30, 2022. This is resulting from a decrease in funds collected by EXIM from rescheduled loans and claims that are transferred to the U.S. Treasury.

Other Non-Entity Activity decreased by \$204.7 million from \$224.7 million as of September 30, 2021, to

\$429.4 million as of September 30, 2022. This is due to the increase in the FY 2022 downward reestimate, that will be transferred to the U.S. Treasury in FY 2023.

Statements of Budgetary Resources

Appropriations decreased by \$378.7 million from \$768.2 million for the year ended September 30, 2021, to \$389.5 million for the year ended September 30, 2022. This is mainly due to a decrease of \$415.3 million of the upward reestimate appropriation, offset by an increase in the EXIM administrative appropriation of \$31.6 million, and a program budget appropriation received in FY 2022 for \$5.0 million.

Borrowing Authority decreased by 763.7 million from \$953.4 million for the year ended September 30, 2021, to \$189.7 million for the year ended September 30, 2022. The change results from a decrease of borrowings from Treasury in FY 2022.

Spending Authority from Offsetting Collections decreased by \$558.9 million from \$1,830.6 million for the year ended September 30, 2021, to \$1,271.7 million for the year ended September 30, 2022. The decrease is mainly due to a decrease of \$1,039.3 million of spending authority collected. This is offset by a decrease of spending authority applied to repay debt of \$455.5 million and a decrease of \$22.8 million of capital transfers to the general fund.

New Obligations and Upward Adjustments decreased by \$1,790.4 million from \$3,376.8 million for the year ended September 30, 2021, to \$1,586.4 million for the year ended September 30, 2022. The decrease is mainly due to the decrease in claim obligations compared to prior year, as well as a decrease in the FY 2021 upward reestimate received in FY 2022.

Apportioned, Unexpired, End of Year increased by \$289.1 million from \$1,892.5 million for the year ended September 30, 2021, to \$2,181.6 million for the year ended September 30, 2022. Net spending authority from offsetting collections realized under credit-reform financing accounts is \$1,226.9 million as of September 30, 2022, which mainly consists of the collections from repayments of loan principal, interest, and fees net of the capital transfers and repayment of borrowing to U.S. Treasury. The net spending authority is offset by gross outlays under credit-reform financing accounts of \$1,459.6 million which mainly consists of the payment of Treasury borrowing interest and FY 2021 downward reestimate, as well as payments for defaulted guarantees and insurance.

Outlays, Net decreased by \$524.1 million from \$691.9 million for the year ended September 30, 2021, to \$167.8 million for the year ended September 30, 2022. The decrease is mainly due to the decrease of the FY 2021 upward reestimate paid from the program fund in FY 2022 compared to the prior year.

Disbursements, Net decreased by \$1,025.4 million from \$2,132.3 million for the year ended September 30, 2021 to \$1,106.9 million for the year ended September 30, 2022. The decrease is mainly resulting from a decrease of collections on loan repayments as well as a decrease in the subsidy collected from the program fund compared to prior year.

Significant Factors Influencing Financial Results

The most significant factor that determines EXIM's financial results and condition is a change in the risk level of EXIM's loan, guarantee, and insurance portfolio, and the adjustment to the allowance for credit losses that must be made to reflect the change in risk. The level of risk of individual credits or groups of credits may change in an unexpected manner as a result of international financial, economic, and political events. Consequently, significant, and unanticipated changes in EXIM's allowance for credit losses may occur in any year. EXIM regularly conducts stress testing on its overall portfolio and regions using Monte-Carlo simulation.

The major risks to EXIM in its credit portfolio are repayment risk and market risk.

Repayment Risk: In fulfilling its mission to support U.S. jobs by facilitating the export of U.S. goods and services by providing competitive export financing and ensuring a level playing field for U.S. goods and services in the global marketplace, EXIM must balance the risks associated with assuming credit and country risks that the private sector is unable or unwilling to accept with the requirement of reasonable assurance of repayment for its credit authorizations. Repayment risk is the risk that a borrower will not pay according to its agreement and EXIM may eventually have to write-off some or the entire obligation. Repayment risk is primarily composed of:

- **Credit Risk:** The risk that an obligor may not have sufficient funds to service its debt or may not be willing to service its debt even if sufficient funds are available.

- **Country Risk:** The risk that payment may not be made to EXIM, its guaranteed lender, or its insured as a result of expropriation of the obligor's property, war, or inconvertibility of the borrower's currency into U.S. dollars.

Market Risk: Risks stemming from the nature of the markets in which EXIM operates. Principal components of market risk are:

- **Concentration Risk:** Risks stemming from the composition of the credit portfolio as opposed to risks related to specific obligors. EXIM has the following concentration risks:
 - **Industry Risk:** The risk that events could negatively impact not only one company but many companies simultaneously in the same industry. EXIM's credit exposure is highly concentrated by industry: 84.2 percent (84.2%) of EXIM's credit portfolio is in three industries (air transportation, oil and gas, and manufacturing), with air transportation representing 36.1 percent (36.1%) of EXIM's total exposure. Events impacting these industries are frequently international in nature and may not be confined to a specific country or geographic area. Due to the effects of the COVID-19 pandemic on the airline industry and the global nature of the pandemic, concentration risk from EXIM's exposure in this industry has had a significant impact on the EXIM portfolio.
 - **Geographic/Risk-Similar Region Concentration:** The risk that events could negatively impact not only one country but many countries simultaneously in an entire region. Currently, 52.2 percent (52.2%) of EXIM's credit exposure is concentrated in three separate regions: sub-Saharan Africa 19.2 percent (19.2%), Latin America and the Caribbean 16.6 percent (16.6%), and Asia 16.4 percent (16.4%).
 - **Obligor Concentration:** The risk stemming from portfolio concentration with one or a few obligors such that a default by one or more of those borrowers will have a disproportionate impact. EXIM's five largest public and private-sector obligors make up 35.3 percent (35.3%) of the portfolio. EXIM proactively manages individual transactions in EXIM's portfolio with a focus upon the financial condition of an obligor. In addition, EXIM assesses the use, maintenance, and condition of mortgaged collateral, as applicable

along with actively managing operative phase matters, including any requested or necessary amendments, waivers, and consents.

- **Foreign-Currency Risk:** The risk stemming from an appreciation or depreciation in the value of a foreign currency in relation to the U.S. dollar for EXIM transactions denominated in that foreign currency. If and when EXIM pays claims under foreign-currency guarantees, the notes are converted from a foreign-currency obligation to a U.S. dollar obligation. The obligor must then repay to EXIM the balance in U.S. dollars. This converts the foreign-currency loan to a dollar loan at that point, thereby eliminating any further foreign-exchange risks. EXIM provides support for guarantees and insurance denominated in certain foreign currencies. At the time of authorization, EXIM records the authorization amount as the U.S. dollar equivalent of the foreign-currency obligation based on the exchange rate at that time.
- **Interest-Rate Risk:** EXIM makes fixed-rate loan commitments prior to borrowing to fund loans and takes the risk that it will have to borrow the funds at an interest rate greater than the rate charged on the credit. To mitigate the interest-rate risk, EXIM charges at least 100 basis points over borrowing costs and generally fixes the interest rates at the time of disbursement.

Operational Risk: Operational risk is the risk of material losses resulting from human error, system deficiencies, and control weaknesses. To mitigate the risk of loss stemming from operational dysfunctions, EXIM has established a control environment that includes process documentation, proper supervisory monitoring, and technology access/edit controls. In addition, EXIM provides staff with training to reduce operational risk across the organization, along with a chief ethics officer who oversees the enforcement of the Code of Official Conduct for all employees and contractors of EXIM. EXIM also has an Office of Inspector General that conducts audits, evaluations, and investigations relating to EXIM's program and support operations.

Climate-Related Financial Risk: EXIM has traditionally considered potential climate related risks as part of its broader technical due diligence. EXIM is responsible for performing technical due diligence in order to assess the underlying project's feasibility. The assigned engineer assesses a variety of technical risks that may

impact a project's completion and successful operation throughout the life of the transaction. To the extent that changing climatic factors (precipitation, wind loading, flooding, drought, etc.) represent material points of risk, the engineer assesses proposed mitigation, and as appropriate, highlights these issues in the technical evaluation that is presented to decision makers. In addition, as an Equator Principle (EP) Financial Institution, EXIM follows EP guidance that requires submittal of a project-based Climate Change Risk Assessment for qualifying transactions. The Climate Change Risk Assessment should assess the current and anticipated climate risks (transition and/or physical) of the Project's operations, whether the project sponsor has plans, processes, policies, and systems in place to manage these risks, and should consider the project's compatibility with the host country's national climate commitments, as appropriate.

Looking forward, EXIM is assessing the feasibility of supplementing its current due diligence activities and monitoring procedures related to Climate Change Risk through incorporation of relevant Environmental, Social, and Governance (ESG) ratings factors. EXIM is determining the extent to which specific ESG ratings may facilitate improvements in identification and mitigation of climate change risks prior to authorization, as well as strengthen EXIM's proactive management of evolving risks related to our existing project portfolio. In addition, EXIM is working with other OECD delegations as part of a working group considering adoption of climate change considerations into the OECD Recommendation of the Council on Common Approaches for Officially Supported Export Credits and Environmental and Social Due Diligence.

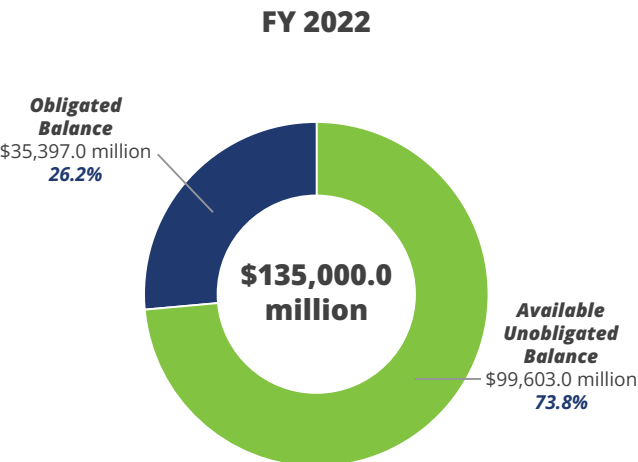
Stress Tests

In September 2022, EXIM conducted stress tests on its portfolio. The simulation results showed that the default rate could exceed 2 percent in a scenario where the portfolio experiences general credit deterioration conditions; however, in the base case scenario, the default rate would be expected to remain below two percent over the life of the current portfolio. If EXIM exceeds the two percent default rate, EXIM's exposure may not exceed the amount of loans, guarantees, and insurance outstanding on the last day of the quarter in which the rate was calculated to exceed two percent, essentially freezing EXIM's ability to offer financing until the exposure is reduced or the default rate drops below two percent.

VIII. OTHER MANAGEMENT INFORMATION

EXIM is subject to a statutory limit on lending which acts as an absolute financial limitation on the outstanding aggregate amount of all EXIM's loans, guarantees, and insurance. Under provisions of the Export-Import Bank Act, as amended in FY 2020, EXIM's current statutory limit on lending is \$135.0 billion. At September 30, 2022, EXIM's statutory authority was obligated as follows, with EXIM utilizing 26.2 percent (26.2%) or \$35,397.0 million of its statutory limit on lending, leaving \$99,603.0 million or 73.8 percent (73.8%) available to be used. As discussed earlier in this document, the decrease in the obligated balance is a result of the decrease in exposure from lower levels of credit authorizations and a maturing portfolio that continues to repay.

Exhibit 11: Statutory Limit on Lending (in millions)



IX. SYSTEMS, CONTROLS, LEGAL COMPLIANCE

Financial Systems

EXIM's financial management system is a collection of highly automated commercial-off-the-shelf federal financial accounting software, and custom developed applications crafted around the unique requirements of EXIM's mission. In addition to the core transaction processing capabilities, state-of-the-market data and reporting systems are part of the financial reporting and control process. FY 2022 saw significant improvements in financial systems back-up and recovery technology, enhancements to meet new cyber-security requirements, and the implementation of capabilities to meet new mission requirements and improve the

efficiency and control of financial processing. A long-term modernization strategy around various elements of the financial systems portfolio is also being executed.

DATA Act

The purpose of the DATA Act¹³ is to make federal spending data more accessible, searchable, and reliable. The U.S. Department of the Treasury (Treasury) and OMB are leading the government-wide implementation of the DATA Act.

The DATA Act directs OMB and Treasury to establish government-wide financial data standards for federal funds made available to or expended by federal agencies and entities receiving such funds. EXIM provides its spending information — including financial and award data — using a new, government-wide data structure, and EXIM continues to report DATA Act information to the U.S. Treasury on a quarterly basis.

EXIM is a wholly owned government corporation, and, as such, is not required to comply with all aspects of OMB Circular A-123, Management's Responsibility for Enterprise Risk Management and Internal Control. As such, EXIM does not issue an annual assurance statement. According to the Government Corporation Control Act of 1945, EXIM is required to issue a Management Report on Financial Statement and Internal Accounting Controls. Therefore, EXIM has elected to present its DATA Act assurance statement in this section of the annual management report.

Assurance on DATA Act

To ensure that EXIM's DATA Act reporting is complete, accurate, timely, and fit for purpose, EXIM continues to leverage new and existing internal controls over financial reporting for improvements in the overall quality of its financial and award data. During FY 2022 EXIM completed analysis and updated its financial and award data to comply with the federal governments transition from Dun & Bradstreet's (D&B) Number, to SAM.gov Unique Entity Identifier (UEI) value for federal government awardees. This update demonstrates EXIM's continued efforts to remain in compliance and supports the on-going activities related to EXIM's Data Quality Plan (DQP). The DQP prioritizes strengthening internal control processes and procedures related to review and testing of financial and award data being reported to USASpending.gov through the Federal Procurement Data System (FPDS) and the Financial Assistance Broker System (FABS).

¹³ Digital Accountability and Transparency Act of 2014 (DATA Act) (P.L. 113-101)

Management Report on Financial Statement and Internal Accounting Controls

November 14, 2022

Export-Import Bank (EXIM) management is responsible for establishing and maintaining effective internal controls over the content and integrity of the financial management system, the financial data included in EXIM's annual management report and for ascertaining that this data fairly presents EXIM's financial position and results of operations.

EXIM maintains a system of internal accounting controls, policies, and procedures designed to provide reasonable assurance, at reasonable cost, that obligations and costs are in compliance with applicable law, funds, property, and other assets are safeguarded against waste, loss, unauthorized use, or misappropriation and that transactions are processed and properly recorded and accounted for in accordance with management's authorization, and that the financial statements are accurately prepared in accordance with applicable laws and regulations. The Bank believes that its system of internal accounting controls over financial reporting appropriately balances the cost-benefit relationship.

EXIM conducted an assessment of the design, implementation, and effectiveness of its internal controls over its financial management systems and processes to support reliable financial reporting and financial management system requirements. Based on the results of this assessment, EXIM can provide reasonable assurance that its internal controls and financial management systems were operating effectively for the fiscal year ended September 30, 2022. No material weaknesses or significant deficiencies were found in the design or operation of EXIM's system of financial control, financial management systems, or internal controls over financial reporting. Based on the results of these reviews, EXIM can provide reasonable assurance that its internal controls over financial reporting were properly designed and implemented and operated effectively in the fiscal year ended September 30, 2022.

As a government corporation, required to submit an Annual Management Reports, under Chapter 91 of title 31, United States Code, EXIM has selected the standards promulgated by Federal Accounting Standards Advisory Board (FASAB) for the preparation and fair presentation EXIM's financial statements in accordance with generally accepted accounting principles applicable to federal agencies (U.S. GAAP). As explained in more detail in the notes to the financial statements, the financial statements recognize the impact of credit-reform legislation on the Bank's commitments. Other financial information related to the Bank included elsewhere in the report is presented on a basis consistent with the financial statements.

EXIM's operations fall under the provisions of the Federal Credit Reform Act of 1990. This law provides that credit subsidy calculations must be performed on a present-value basis for all new loan, guarantee, and insurance commitments, and the resulting cost, if any, must be covered by budget authority provided by Congress. Credits may not be approved if sufficient budget authority is not available.

As required by the Federal Information Security Management Act (FISMA), the Bank develops, documents, and implements an agency-wide program to provide information privacy and security (management, operational, and technical security controls) for the information and information systems that support EXIM's operations and assets, including those provided or managed by another agency, contractor, or other source.

EXIM's financial statements were audited by independent accountants and their opinion on the fair presentation of the financial statements can be found in this report after notes to the financial statements.

Export-Import Bank of the United States

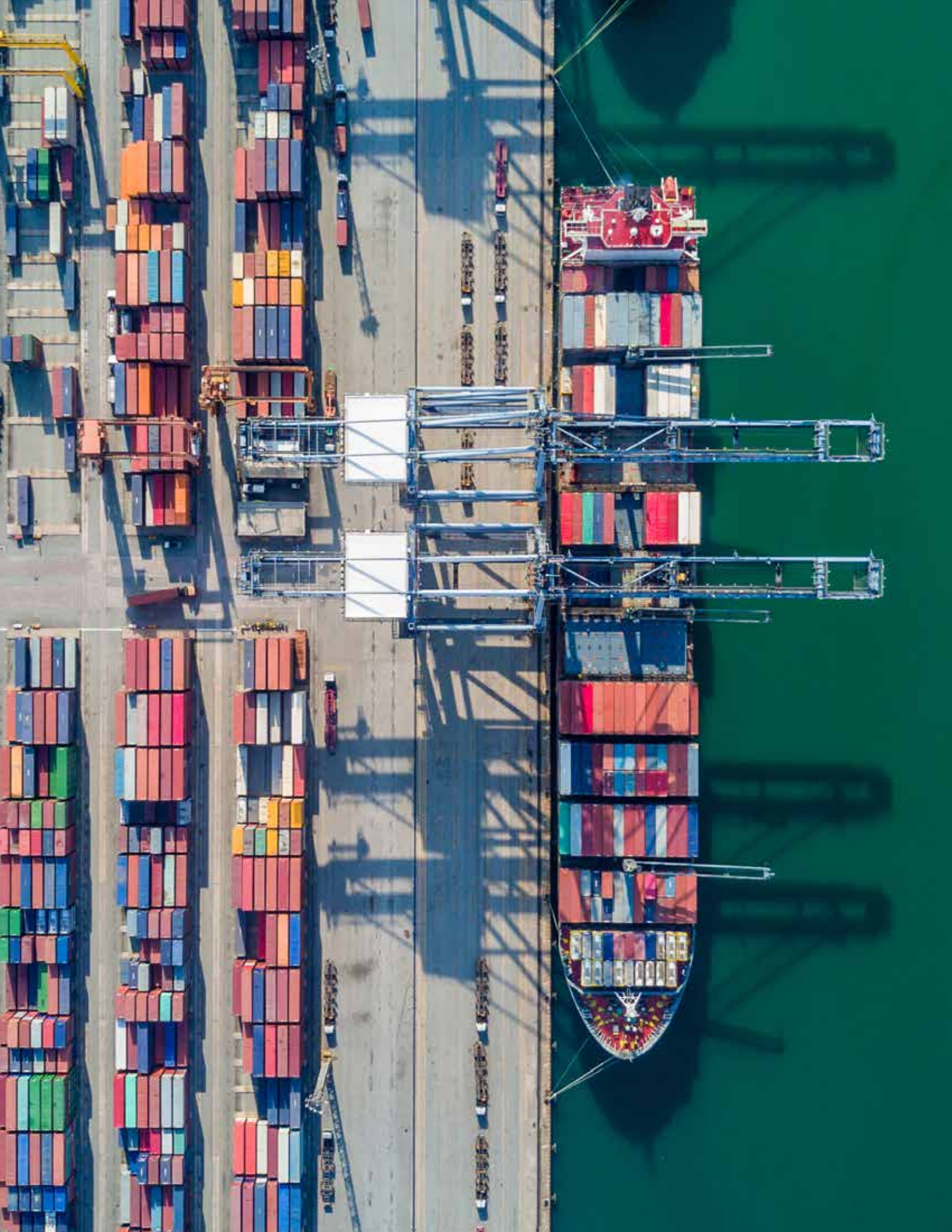


Reta Jo Lewis, Esq.,
President and Chair of EXIM Board of Directors

Export-Import Bank of the United States



Mary Jean Buhler
Senior Vice President and Chief Financial Officer



Financial Statements

BALANCE SHEETS

(in millions)

ASSETS

Intragovernmental

Fund Balance with Treasury (Note 2)	\$4,635.7	\$4,622.7
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Total Assets - Intragovernmental	4,635.7	4,622.7
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Public

Loans Receivable, Net		
<i>Direct Loans Receivable, Net (Note 3A)</i>	8,682.0	9,986.6
<i>Receivables from Subrogated Claims, Net (Note 3E)</i>	1,556.1	1,611.3

Total Loans Receivable, Net	10,238.1	11,597.9
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Accounts Receivable (Note 5)	16.5	14.5
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Total Assets - Public	10,254.6	11,612.4
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Total Assets	\$14,890.3	\$16,235.1
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LIABILITIES

Intragovernmental

Debt (Note 8)	\$13,500.9	\$14,531.2
Other Liabilities		
<i>Accounts Payable to the U.S. Treasury (Note 7)</i>	520.6	314.2
<i>Benefit Program Contributions Payable (Note 9)</i>	0.3	0.7
<i>Other Liabilities (Note 9)</i>	0.1	0.2

Total Other Liabilities	521.0	315.1
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Total Liabilities - Intragovernmental	14,021.9	14,846.3
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Public

Federal Debt and Interest Payable (Note 8)	723.5	962.9
Accounts Payable	5.9	7.0
Loan Guarantee Liabilities (Note 3G)	350.7	731.4
Federal Employee Benefits Payable	6.0	5.9
Other Liabilities (Note 9)		
<i>Advances from Others and Deferred Revenue (Note 9)</i>	78.6	86.2
<i>Other Liabilities (Note 9)</i>	10.9	26.0

Total Other Liabilities	89.5	112.2
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Total Liabilities - Public	1,175.6	1,819.4
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Total Liabilities	\$15,197.5	\$16,665.7
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NET POSITION

Unexpended Appropriations	\$194.4	\$192.2
Cumulative Results of Operations	(501.6)	(622.8)

Total Net Position	(307.2)	(430.6)
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Total Liabilities and Net Position	\$14,890.3	\$16,235.1
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The accompanying notes are an integral part of the financial statements.

STATEMENTS OF NET COSTS

(in millions)	For the Year Ended September 30, 2022	For the Year Ended September 30, 2021
Loans		
Program Costs	\$452.7	\$527.7
Less: Earned Revenue	(534.1)	(719.3)
Net Cost of Loans	\$(81.4)	\$(191.6)
Guarantees		
Program Costs	\$3.3	\$448.1
Less: Earned Revenue	(219.9)	(238.0)
Net Cost of Guarantees	\$(216.6)	\$210.1
Insurance		
Program Costs	\$3.1	\$6.0
Less: Earned Revenue	(14.6)	(13.5)
Net Cost of Insurance	\$(11.5)	\$(7.5)
Net Excess Program (Revenue) Over Costs	\$(309.5)	\$11.0
Administrative Costs (Note 3K)		
Administrative Costs	\$139.5	\$126.8
Less: Administrative Expenses Reimbursed	-	(0.2)
Net Administrative Costs	\$139.5	\$126.6
Net Costs of Operations	\$(170.0)	\$137.6

The accompanying notes are an integral part of the financial statements.

STATEMENTS OF CHANGES IN NET POSITION

(in millions)	For the Year Ended September 30, 2022		
	Unexpended Appropriations	Cumulative Results of Operations	Total
Beginning Balance	\$192.2	\$(622.8)	\$(430.6)
Appropriations Received – Admin	79.9	-	79.9
Appropriations Received – IG	6.5	-	6.5
Appropriations Received – Reestimate	298.1	-	298.1
Appropriations Received – Subsidy	5.0	-	5.0
Appropriations Used	(384.7)	384.7	-
Offsetting Collections	-	49.2	49.2
Transfer Without Reimbursement	-	(57.3)	(57.3)
Other Adjustments	(2.6)	-	(2.6)
Imputed Financing	-	4.0	4.0
Other Non-Entity Activity (Note 7)	-	(429.4)	(429.4)
Total Financing Sources	2.2	(48.8)	(46.6)
Net Cost of Operations	-	(170.0)	(170.0)
Net Change	2.2	121.2	123.4
Ending Balance	\$194.4	\$(501.6)	\$(307.2)

(in millions)	For the Year Ended September 30, 2021		
	Unexpended Appropriations	Cumulative Results of Operations	Total
Beginning Balance	\$184.9	\$(1,018.3)	\$(833.4)
Appropriations Received – Admin	48.3	-	48.3
Appropriations Received – IG	6.5	-	6.5
Appropriations Received – Reestimate	713.4	-	713.4
Appropriations Used	(756.2)	756.2	-
Offsetting Collections	-	74.1	74.1
Transfer Without Reimbursement	-	(76.3)	(76.3)
Other Adjustments	(4.7)	-	(4.7)
Imputed Financing	-	3.8	3.8
Other Non-Entity Activity (Note 7)	-	(224.7)	(224.7)
Total Financing Sources	7.3	533.1	540.4
Net Cost of Operations	-	137.6	137.6
Net Change	7.3	395.5	402.8
Ending Balance	\$192.2	\$(622.8)	\$(430.6)

The accompanying notes are an integral part of the financial statements.

COMBINED STATEMENTS OF BUDGETARY RESOURCES

For the Year Ended September 30, 2022

(in millions)

Budgetary Resources

	Program Account	Non-Budgetary Credit Reform Financing Account	Total
Unobligated from Prior-Year Budget Authority, Net (Discretionary and Mandatory)	\$262.8	\$1,745.5	\$2,008.3
Appropriations (Discretionary and Mandatory)	389.5	-	389.5
Borrowing Authority (Discretionary and Mandatory)	-	189.7	189.7
Spending Authority from Offsetting Collections (Discretionary and Mandatory)	44.8	1,226.9	1,271.7

Total Budgetary Resources (Note 12)	\$697.1	\$3,162.1	\$3,859.2
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Status of Budgetary Resources

New Obligations and Upward Adjustments (Total)	\$441.2	\$1,145.2	\$1,586.4
Unobligated Balance, End of Year:			
Apportioned, Unexpired, End of Year	164.7	2,016.9	2,181.6
Expired Unobligated Balance, End of Year	91.2	-	91.2
Unobligated Balance, End of Year (Total) (Note 12)	255.9	2,016.9	2,272.8

Total Status of Budgetary Resources	\$697.1	\$3,162.1	\$3,859.2
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Outlays, Net and Disbursements, Net

Outlays, Net (Total) (Discretionary and Mandatory)	\$392.5		\$392.5
Distributed Offsetting Receipts (-)	(224.7)		(224.7)

Agency Outlays, Net (Discretionary And Mandatory)	\$167.8		\$167.8
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Disbursement, Net (Total) (Mandatory)		\$(1,106.9)	\$(1,106.9)
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For the Year Ended September 30, 2021

(in millions)

Budgetary Resources

	Program Account	Non-Budgetary Credit Reform Financing Account	Total
Unobligated from Prior-Year Budget Authority, Net (Discretionary and Mandatory)	\$249.7	\$1,556.9	\$1,806.6
Appropriations (Discretionary and Mandatory)	768.2	-	768.2
Borrowing Authority (Discretionary and Mandatory)	-	953.4	953.4
Spending Authority from Offsetting Collections (Discretionary and Mandatory)	89.6	1,741.0	1,830.6

Total Budgetary Resources (Note 12)	\$1,107.5	\$4,251.3	\$5,358.8
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Status of Budgetary Resources

New Obligations and Upward Adjustments (Total)	\$858.6	\$2,518.2	\$3,376.8
Unobligated Balance, End of Year:			
Apportioned, Unexpired, End of Year	159.4	1,733.1	1,892.5
Expired Unobligated Balance, End of Year	89.5	-	89.5
Unobligated Balance, End of Year (Total) (Note 12)	248.9	1,733.1	1,982.0

Total Status of Budgetary Resources	\$1,107.5	\$4,251.3	\$5,358.8
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Outlays, Net

Outlays, Net (Total) (Discretionary and Mandatory)	\$746.0		\$746.0
Distributed Offsetting Receipts (-)	(54.1)		(54.1)

Agency Outlays, Net (Discretionary And Mandatory)	\$691.9		\$691.9
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Disbursement, Net (Total) (Mandatory)		\$(2,132.3)	\$(2,132.3)
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The accompanying notes are an integral part of the financial statements.

Notes to the Financial Statements

1. SUMMARY OF SIGNIFICANT ACCOUNTING AND REPORTING POLICIES

Enabling Legislation and Mission

The Export-Import Bank of the United States (EXIM) is an independent agency and a wholly owned U.S. government corporation that was first organized as a District of Columbia banking corporation in 1934. EXIM is the official export credit agency of the United States. In accordance with its Charter (12 USC 635 et seq.), continuation of EXIM's functions in furtherance of its objectives and purposes is subject to periodic extensions granted by Congress. In December 2019, The Export-Import Bank Extension (P.L.116-94, Div. I, Title IV) fully reauthorized EXIM through December 31, 2026.

The mission of EXIM is to support U.S. exports by providing export financing through its loan, guarantee, and insurance programs in cases where the private sector is unable or unwilling to provide financing or where such support is necessary to level the playing field due to financing provided by foreign governments to their exporters that are in competition for export sales with U.S. exporters. EXIM's Charter requires reasonable assurance of repayment for the transactions EXIM authorizes, and EXIM closely monitors credit and other risks in its portfolio. In pursuit of its mission of supporting U.S. exports, EXIM offers four financial products: loan guarantees, working capital guarantees, direct loans, and export credit insurance. All EXIM obligations carry the full faith and credit of the U.S. government.

EXIM Programs

Loans and guarantees extended under the medium-term loan program typically have repayment terms of one to seven years, while loans and guarantees extended under the long-term loan program usually have repayment terms in excess of seven years. For medium- and long-term transactions, EXIM requires the buyer to pay 15 percent (15%) of the value of the export contract. EXIM finances the lesser of 85 percent (85%) of eligible goods/services or 100 percent (100%) of the U.S. content. Under the Working Capital Guarantee Program (WCGP), EXIM provides repayment guarantees to lenders on secured, short-term working capital loans made to qualified exporters. The working capital guarantee may

be approved for a single loan or a revolving line of credit. EXIM's working capital guarantee protects the lender from default by the exporter for 90 percent (90%) of the loan principal and interest.

EXIM's export credit insurance policies help U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term export sales.

Basis of Accounting

EXIM reports under generally accepted accounting principles (GAAP) in the United States. GAAP for federal entities are the standards and other authoritative pronouncements prescribed by the Federal Accounting Standards Advisory Board (FASAB). EXIM follows applicable sections of Office of Management and Budget (OMB) Circular A-136, Financial Reporting Requirements, revised as of June 3, 2022, when preparing the financial statements and footnotes.

EXIM's Balance Sheets, Statements of Net Cost, and Statements of Changes in Net Position are prepared using the accrual basis of accounting. This basis requires recognition of the financial effects of transactions, events, and circumstances in the periods when those transactions, events, and circumstances occur, regardless of when cash is received or paid. EXIM also uses budgetary accounting to facilitate compliance with legal constraints and to track its budget authority at the various stages of execution. The Statements of Budgetary Resources are presented on a combined basis and are prepared using budgetary accounting methods.

EXIM is a component of the U.S. government. For this reason, some of the assets and liabilities reported by EXIM may be eliminated for government-wide reporting because they are offset by assets and liabilities of another U.S. government entity. These financial statements should be read with the realization that they are for a component of the U.S. government, a sovereign entity.

EXIM as a reporting entity has no additional organizations that are consolidated in its financial statements; however, it does have a related-party relationship with the Private Export Funding Corporation (PEFCO). EXIM's financial statements reflect the results of agreements with PEFCO, which is owned by a consortium of private-sector banks, industrial companies, and financial-services institutions. Please refer to Footnote 16 Related-Party Transactions for more information.

Budgetary Terms

The purpose of Federal budgetary accounting is to control, monitor, and report on funds made available to Federal agencies by law and help ensure compliance with the law. The following budget terms, as defined by OMB Circular A-11 Preparation, Submission, and Execution of the Budget, are commonly used:

- **Appropriation:** a provision of law (not necessarily in an appropriations act) authorizing the expenditure of funds for a given purpose. Usually, but not always, an appropriation provides budget authority.
- **Budgetary Resources:** amounts available to incur obligations in a given year. Budgetary resources consist of new budget authority and unobligated balances of budget authority provided in previous years.
- **Obligation:** a binding agreement that will result in outlays, immediately or in the future. Budgetary resources must be available before obligations can be incurred legally.
- **Offsetting Collections:** payments to the Government that, by law, are credited directly to expenditure accounts and deducted from gross budget authority and outlays of the expenditure account, rather than added to receipts. Usually, offsetting collections are authorized to be spent for the purpose of the account without further action by Congress. They usually result from business-like transactions with the public, including payments from the public in exchange for goods and services, reimbursements for damages, and gifts or donations of money to the Government and from intragovernmental transactions with other Government accounts. The authority to spend offsetting collections is a form of budget authority.

- **Outlay:** a payment to liquidate an obligation (other than the repayment of debt principal or other disbursements that are "means of financing" transactions). Outlays generally are equal to cash disbursements but are also recorded for cash-equivalent transactions, such as issuance of debentures to pay insurance claims, and in a few cases are recorded on an accrual bases such as interest on public issues of public debt. Outlays are a measure of Government spending.

For further information about budget terms and concepts, see the "Budget Concepts" chapter of the Analytical Perspective volume of the President's Budget¹⁴.

Use of Estimates

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, and net position and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and costs during the reporting period. The most significant of these estimates are the allowances for losses on loans receivable, subrogated claims receivable, and guarantees, and insurance. EXIM uses its historical default and recovery experience to calculate loss estimates. Actual results may differ from those estimates.

Fund Balance with Treasury (FBWT)

Cash balances are held by U.S. Treasury on behalf of EXIM to make expenditures, pay liabilities, and disburse funds for loan obligations. Fund balances at the U.S. Treasury include expired year amounts, which are unavailable for new obligation, as well as amounts currently available for new obligations.

FBWT is an asset of EXIM and a liability of the General Fund. The amounts represent commitments by the government to provide resources for particular programs, but they do not represent net assets to the government as a whole. When EXIM seeks to use FBWT to liquidate budgetary obligations, Treasury will finance the disbursements in the same way it finances all other disbursements, which is to borrow from the public if there is a budget deficit (and to use current receipts if there is a budget surplus).

¹⁴ <https://www.whitehouse.gov/omb/budget/analytical-perspectives/>

Direct Loans Receivable, Net

Loan obligations are carried at principal and interest receivable amounts less an allowance for credit losses. From time to time, EXIM restructures financial terms because the obligor or country has encountered financial difficulty and EXIM has determined that providing relief in this manner will enhance the ability to collect the loan.

Receivables from Subrogated Claims, Net

Receivables from subrogated claims represent the outstanding balance of payments that were made on claims that were submitted to EXIM in its capacity as guarantor or insurer under EXIM's export guarantee or insurance programs. Receivables from subrogated claims are carried at principal and interest receivable amounts less an allowance for claim losses. Under the subrogation clauses in its guarantee and insurance contracts, EXIM receives all rights, title, and interest in all amounts relating to claims paid under insurance policies and guarantees and therefore establishes an asset to reflect such rights.

Accrued Interest

Interest is accrued on direct loans and rescheduled claims as it is earned. Generally, loans and rescheduled claims receivable delinquent 90 days or more, and with a certain risk rating, are placed on a nonaccrual status unless they are well-secured and significant collections have been received. At the time that a loan or rescheduled claim is placed on nonaccrual status, any accrued but unpaid interest previously recorded is reversed against current-period interest income. The interest on these credits is accounted for on a cash basis until qualifying for return to accrual status. Generally, these credits are returned to accrual status when all principal and interest amounts contractually due are brought current and future payments are reasonably assured.

Accounting for Capitalized Interest on Rescheduled Loans and Subrogated Claims

Rescheduling agreements frequently allow for EXIM to add uncollected interest to the principal balance of rescheduled loans and subrogated claims receivable (i.e., capitalized interest). When capitalized, any accrued interest receivable is reversed against current period's interest income. The amount of interest that was capitalized and included in the principal balance is recorded as income when cash collections occur and

only after all principal not related to the capitalized interest is paid. An allowance is established for all uncollected capitalized interest.

Allowance for Losses on Loans, and Guaranteed Loan Liabilities

The allowance for losses on loans and liabilities for guaranteed loans provides for estimated losses inherent in the loan, claim, guarantee, and insurance portfolios. The allowance and liabilities are established through a provision charged to earnings. Write-offs are charged against the allowance when management believes the uncollectability of a loan or claim balance is confirmed. Subsequent recoveries, if any, are credited to the allowance.

The allowance and liabilities are evaluated on a regular basis by management and is based upon management's periodic review of the collectability of the credits considering historical and market experience, the nature and volume of the credit portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral, and prevailing worldwide economic and political conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

The allowance and liabilities for EXIM's credit-reform credits represents the amount of estimated credit loss associated with the applicable credit. The credit loss is defined as the net present value of estimated loan, guarantee, and insurance defaults less subsequent estimated recoveries. EXIM has established cash-flow models for expected defaults, fees, and recoveries to estimate the credit loss for each approved credit. EXIM uses recent historical loss experience and other factors in developing the expected loss factors.

The net credit loss of credit-reform loans, guarantees, and insurance is reestimated annually in accordance with OMB guidelines and Statement of Federal Financial Accounting Standards (SFFAS) 2, Accounting for Direct Loans and Loan Guarantees, SFFAS 18, Amendments to Accounting Standards for Direct Loans and Loan Guarantees, and SFFAS 19, Technical Amendments to Accounting Standards for Direct Loans and Loan Guarantees in SFFAS 2. The reestimates adjust the allowance for credit losses to account for actual activity and changes in the financial and economic factors that affect the repayment prospects over time.

Accounting for Guarantees in a Foreign Currency

At the time of authorization, EXIM records the authorization amount as the U.S. dollar equivalent of the foreign-currency obligation based on the exchange rate at that time. At the end of each fiscal year, EXIM determines the dollar equivalent of the outstanding balance for each foreign-currency guarantee based on the exchange rate at the end of the year and adjusts the loan guarantee liability accordingly.

Borrowings from the U.S. Treasury - Intragovernmental Debt

EXIM's main source of debt is borrowings from the U.S. Treasury, reflected as Debt on the Balance Sheet. Borrowings from the U.S. Treasury are used to finance direct loans. These borrowings carry a fixed rate of interest.

Accounts Payable to the U.S. Treasury - Intragovernmental Other Liabilities

Accounts Payable to the U.S. Treasury are liabilities to the General Fund of the U.S. Government and include the results of the reestimate of the portfolio's expected losses as required under the Federal Credit Reform Act of 1990 (FCRA). The payable represents funds that are held in credit-reform financing accounts that are determined to be in excess of amounts needed to cover future defaults. The payable also includes expired budget authority no longer available for obligation that will be returned to the U.S. Treasury.

Payment Certificates - Federal Debt and Interest Payable

Payment certificates, reflected on the Balance Sheet as Federal Debt and Interest Payable, represent EXIM's outstanding liability related to specific claims for which EXIM is paying the guaranteed lender as the guaranteed installments become due. Payment certificates are issued by EXIM in exchange for the foreign importer's defaulted note which was guaranteed by EXIM. Payment certificates carry the same repayment terms and interest rate as the guaranteed foreign importer's note. Payment certificates are backed by the full faith and credit of the U.S. government and are freely transferable.

Fees and Premia

EXIM charges a risk-related exposure fee under both the loan and guarantee programs that is collected on each loan disbursement or shipment of goods under the guaranteed loan policy. This fee is amortized over the life of the credit. On working capital guarantees, EXIM charges an up-front facility fee, which, due to the short-term nature of the contracts, is credited to income as collected. Premia charged under insurance policies are recognized as income using a method that generally reflects the exposure over the term of the policy.

Appropriated Capital

Beginning in FY 2008, fees collected in excess of expected credit losses are used to reimburse the U.S. Treasury for appropriations provided for program and administrative costs. Appropriations received, if any, are returned to the U.S. Treasury when the period of availability ends.

Congress has appropriated certain sums specifically for EXIM's tied-aid activities. Tied aid is government-to-government concessional financing of public-sector capital projects in developing countries. Tied-aid terms usually involve total maturities longer than 20 years, lower than market interest rates and/or direct grants.

Capital Stock

Capital stock, reflected on the Balance Sheet as part of Total Cumulative Results of Operations, represents the value of stock held by the U.S. government, related to EXIM's incorporation as a U.S. government corporation.

Imputed Financing

A financing source is imputed by EXIM to provide for pension and other retirement benefit expenses recognized by EXIM in the Statement of Net Cost but financed by the Office of Personnel Management (OPM). EXIM follows annually updated OPM guidance when calculating the imputed cost (OPM Benefits Administration Letter, Number 22-303 dated December 2021).

Liquidating Account Distribution of Income

EXIM maintains a liquidating account which accumulates the repayment on loans and claims issued prior to the FCRA. At the end of each fiscal year, EXIM transfers the cash balance in this account to the U.S. Treasury.

Income Taxes

As an agency of the federal government, EXIM is generally exempt from all income taxes imposed by any governing body, whether it be a federal, state, commonwealth, local, or foreign government.

Classified Activities

Accounting standards require all reporting entities to disclose that accounting standards allow certain presentations and disclosures to be modified, if needed, to prevent the disclosure of classified information.

2. FUND BALANCE WITH TREASURY

Fund balances as of September 30, 2022, and September 30, 2021, were as follows:

(in millions)	FY 2022	FY 2021
Status of Fund Balance with the U.S. Treasury		
Unobligated Balance		
Available	\$2,181.6	\$1,892.5
Expired	91.2	89.5
Obligated Balance Not Yet Disbursed	2,362.9	2,640.7
Total	\$4,635.7	\$4,622.7

The Fund Balance with Treasury is the amount held in EXIM's account with Treasury and are available for use by EXIM. The status of these funds are either unobligated or obligated.

Unobligated available funds represent unexpired appropriations and offsetting collections, and funds held in credit-reform financing accounts not yet obligated. Unobligated expired funds represent appropriations and offsetting collections that are no longer available for new obligations. These expired funds are eventually canceled and sent to the U.S. Treasury in subsequent years.

Obligated balance not yet disbursed represents appropriations, offsetting collections and funds held in the loan financing account awaiting disbursement.

As of September 30, 2022, and September 30, 2021, there were no differences between U.S. Treasury records and balances reported on EXIM's general ledger.

3. DIRECT LOAN, LOAN GUARANTEES, AND EXPORT-CREDIT INSURANCE PROGRAMS, NONFEDERAL BORROWERS

EXIM offers fixed-rate loans directly to foreign buyers of U.S. goods and services. EXIM extends to a company's foreign customer a fixed-rate loan covering up to 85 percent (85%) of the U.S. contract value. The buyer must make a cash payment to the U.S. exporter of at least 15 percent (15%) of the U.S. contract value. EXIM's direct loans generally carry the fixed-interest rate permitted for the importing country and term under the "Arrangement on Guidelines for Officially Supported Export Credits" negotiated among members of the Organisation for Economic Co-operation and Development (OECD).

EXIM loan guarantees cover the repayment risks on the foreign buyer's debt obligations incurred to purchase U.S. exports. EXIM guarantees to a lender that, in the event of a payment default by the borrower, it will pay to the lender the outstanding principal and interest on the loan. EXIM's guarantee covers the commercial and political risks for 85 percent (85%) of the U.S. contract value.

EXIM's export-credit insurance helps U.S. exporters sell their goods overseas by protecting them against the risk of foreign-buyer or other foreign-debtor default for political or commercial reasons, allowing them to extend credit to their international customers. Insurance policies may apply to shipments to one buyer or many buyers, insure comprehensive (commercial and political) credit risks or only political risks, and cover short-term or medium-term sales.

Credit Reform

The primary purpose of the FCRA is to measure more accurately the cost of federal credit programs and to place the cost of such credit programs on a basis equivalent with other federal spending.

As part of the FCRA, OMB established the Interagency Country Risk Assessment System (ICRAS) to provide a framework for uniformly measuring country risk for the U.S. government's international credit programs across the various agencies that administer them. The ICRAS methodology determines the risk levels for lending to both sovereign governments and nonsovereign borrowers.

ICRAS rates every country to which U.S. government agencies have outstanding loans or loan guarantees or are anticipating making new credits available. ICRAS rates countries based on economic and political/social variables. There are 11 sovereign and 9 nonsovereign risk categories, and each country receives two ratings: a sovereign-risk rating and a private-risk rating. ICRAS currently has risk ratings for 206 sovereign and 207 nonsovereign markets.

FY 2022 and FY 2021 Activity

Beginning in FY 2008, fees collected in excess of expected credit losses (offsetting collections) are used to cover EXIM's administrative costs and credit program needs for providing new direct loans, and guarantees, to the extent possible.

In FY 2022, EXIM received a \$5.0 million program budget appropriation for the cost of direct loans, loan guarantees, and insurance, which will be available to obligate until September 30, 2025.

In FY 2022 and FY 2021, EXIM was partially self-financing. EXIM's program revenue (i.e., in a given year, fee and interest collections from transactions that exceed the reserve requirements on those transactions) was retained as offsetting collections and used to offset the cost of new obligations in the fiscal year, including prudent reserves to cover future losses as well as administrative costs. EXIM repaid \$34.1 million of the \$114.0 million appropriation warrant received in FY 2022 and \$61.7 million of the \$110.0 million appropriation warrant received in FY 2021 for administrative costs.

Administrative costs are EXIM's costs to administer, service, and report on its entire credit portfolio. The program costs are obligated to cover the estimated subsidy costs at the time loans, guarantees, and insurance are committed. As the loans disburse, or when the insured or guaranteed event has taken place (generally when the related goods are shipped), the obligated amounts are used to cover the estimated subsidy costs related to the disbursements. The portion of the obligated amounts related to EXIM's lending programs is used to partially fund the loan disbursements, while the portions related to EXIM's guarantee and insurance programs are invested in an interest-bearing account with the U.S. Treasury. Prior to loan disbursement or the insured or guaranteed event, all the appropriated funds and offsetting collections are held in a non-interest-bearing U.S. Treasury account.

The Office of Inspector General received a \$6.5 million appropriation in both FY 2022 and FY 2021 for administrative costs.

Allowances for Losses

The process by which EXIM determines its allowances for losses for each fiscal year involves assessing the repayment risk of the credit, which includes both commercial and political risk factors, then calculating the loss reserve based on the percentage of loss associated with the risk level assigned to the credit.

Sovereign risk is associated with an obligor that conveys the full faith and credit of its country. To rate sovereign obligors, EXIM relies on the risk levels assigned to sovereign countries by ICRAS. Nonsovereign obligors are divided into four categories for risk assessment purpose: (1) obligors in workout status; (2) obligors rated by third-party rating agencies, such as, Standard & Poor's and Moody's; (3) obligors not rated but publicly traded on local exchanges; and (4) obligors neither rated nor publicly traded on local exchanges.

After the political and commercial risks of the transaction are assessed, the transaction is assigned a risk rating based on the standard ICRAS classification. A major determinant of the risk rating is the sovereign-risk rating of the country in which the obligor is located. Credit enhancements such as the availability of liens and offshore escrow accounts are considered.

For pre-credit-reform and non-impaired loans receivable, EXIM determines the allowance using historical default and recovery rates. The allowance for losses on this exposure is calculated using the credit loss estimate method. This is an estimate of the loss expected due to credit risk and does not include non-credit factors.

Loss reserves on pre-FCRA impaired credits are determined using OMB rates. Impaired credits are generally defined as those transactions risk rated from budget cost level (BCL) 9 to 11, or on the verge of impairment due to political, commercial, operational, and/or technical events or unforeseeable circumstances that have affected the borrower's ability to service repayment of EXIM credits.

The allowance for losses for post FCRA loans, guarantees, and insurance are determined by the credit loss calculated at authorization and subsequent adjustments made to the allowance as a result of the annual reestimate.

Reestimate on Portfolio Expected Losses

The estimated credit loss of the outstanding balance of loans, guarantees, and insurance is reestimated annually. This reestimate indicates the appropriate balance necessary in the financing accounts to ensure sufficient funds to pay future estimated claims and cover estimated losses.

EXIM uses recent historical loss experience and other factors, such as global macroeconomic environment and minimum loss rates, in developing the expected loss factors. In the event that the balance in the financing accounts exceeds the reestimate level, the difference will not be needed to cover future estimated claims and will be returned to the U.S. Treasury. When the balance in the financing accounts is less than the reestimate level, FCRA provides that the difference will be transferred to EXIM from a general appropriation account authorized for this purpose.

Every year, EXIM re-evaluates its methods for calculating the reserves needed to cover expected losses. EXIM uses historical experience to estimate the probability of default as well as the loss given default. The probability of default (PD) is the likelihood that a transaction would go into default while the loss given default (LGD) gives the estimated loss, net of recoveries and expenses, if a default were to occur. Multiplying PD times LGD provides expected loss factors across programs and budget cost level (BCL) categories. EXIM uses recent historical loss experience and other factors in developing the expected loss factors.

EXIM incorporates a quantitative and qualitative framework to calculate loss reserves. A subset of the qualitative factors are built into the quantitative framework. The quantitative framework includes factors such as loss curves for sovereign-guaranteed transactions and for asset-backed aircraft transactions. In line with industry best practices, EXIM incorporated qualitative factors that look at global macroeconomic environment and set minimum loss rates. Those not built into the quantitative framework look at minimum levels of expected losses, the global macroeconomic environment. This framework has continuously evolved and been refined over the years.

As of September 30, 2022, the credit loss reestimate for FY 1992 through FY 2022 indicated that there was a net excess of \$259.3 million of funds in the financing accounts. The transfer of the net downward reestimate to the U.S. Treasury will take place in FY 2023.

As of September 30, 2021, the credit loss reestimate for FY 1992 through FY 2021 indicated that a net of \$73.4 million of additional funds were needed in the financing accounts. The transfer of the net upward reestimate from the U.S. Treasury took place in FY 2022.

A. Direct Loans

EXIM's loans receivable, as shown on the Balance Sheets, are net of an allowance for loan losses. The value of assets related to direct loans is not comparable to expected proceeds from the sale of the loans.

To calculate the allowance for loan losses for direct loans obligated prior to FY 1992, each of the 11 BCL risk levels is identified with a loss percentage to determine the overall allowance for credit losses as described above. In addition, certain credits and capitalized interest included in gross loans receivable are reserved at 100 percent.

The allowance for loss calculated for direct loans obligated since the beginning of FY 1992 equals the amount of credit loss incurred to support the loan obligation. This credit loss is the amount of loss estimated to be incurred on the transaction, as previously described in this footnote. At September 30, 2022, and September 30, 2021, the allowance for loan losses on credit-reform credits equaled 11.6 percent (11.6%) and 10.4 percent (10.4%), respectively, of the related outstanding loans and interest receivable balance.

At September 30, 2022 and September 30, 2021, the allowance for both pre-credit-reform and credit-reform loans equaled 12.8 percent (12.8%) and 11.5 percent (11.5%), respectively, of the total loans and interest receivable.

The outstanding balances related to rescheduled installments included in loans receivable at September 30, 2022, and September 30, 2021, were \$237.7 million and \$257.1 million, respectively.

Interest and fees receivable are presented in gross amount, and the corresponding allowance is presented under allowance for loan losses. The net balance of loans receivable at September 30, 2022, and September 30, 2021, consists of the following:

FY 2022 (in millions)	Loans Receivable, Gross	Interest and Fee Receivable	Allowance for Loan Losses	Direct Loans, Net
Loans Obligated Prior to FY 1992	\$89.8	\$54.4	\$(142.0)	\$2.2
Loans Obligated After FY 1991	9,684.1	132.0	(1,136.3)	8,679.8
Total	\$9,773.9	\$186.4	\$(1,278.3)	\$8,682.0

FY 2021 (in millions)	Loans Receivable, Gross	Interest and Fee Receivable	Allowance for Loan Losses	Direct Loans, Net
Loans Obligated Prior to FY 1992	\$89.8	\$50.6	\$(138.3)	\$2.1
Loans Obligated After FY 1991	11,006.3	141.5	(1,163.3)	9,984.5
Total	\$11,096.1	\$192.1	\$(1,301.6)	\$9,986.6

(in millions)	FY 2022	FY 2021
Direct Loans Disbursed During Year (Post-1991)	\$69.5	\$3.0

B. Program Cost and Reestimate Expense for Direct Loans by Component

The table below discloses the interest, defaults, fees, and reestimate amounts associated with program cost disbursed in the current fiscal year on loan authorizations made in the current and prior fiscal years. It also includes the current-year loss.

(in millions)	FY 2022	FY 2021
Interest	\$(2.7)	\$-
Defaults	6.3	0.1
Fees and Other Collections	(7.1)	(0.4)
Total Program Cost	(3.5)	(0.3)
Net Reestimate – Principal	(52.8)	(127.0)
Net Reestimate – Interest	(18.1)	(33.1)
Total Net Reestimate	(70.9)	(160.1)
Total Direct Loan Program Cost and Reestimate Expense	\$(74.4)	\$(160.4)

The Interest Rate Reestimate was \$1.0 million for FY 2022 and zero for FY 2021.

C. Program Cost Rates for Direct Loans by Program and Component

The program cost rates disclosed below relate to the percentage of program costs on loan authorizations made in the reporting fiscal year. Because these rates only pertain to authorizations from the reporting fiscal year, these rates cannot be applied to loan disbursements in the reporting fiscal year to yield the program cost, which could result from disbursements of loans authorized in both current and prior years. As of September 30, 2022, EXIM had no current fiscal year direct loan authorizations. As of September 30, 2021, the program cost rates were as follows; Interest (3.8)% Defaults 9.2%, and Fees and Other Collections (10.3)%.

D. Schedule for Reconciling Direct Loan Allowance Balance

The table below discloses the components of the direct-loan allowance for credit-reform direct loans.

(in millions)	FY 2022	FY 2021
Post-1991 Direct Loans		
Beginning Balance of the Allowance Account	\$1,163.3	\$1,196.6
Current-Year Program Cost	(3.5)	(0.3)
<i>(See Note 3B for Component Breakdown)</i>		
Program-Cost Allowance Amortization	175.5	313.6
Capitalized Interest	(63.6)	(94.2)
Fees Recognized in Income	(49.2)	(67.5)
Miscellaneous Recoveries and (Costs)	(15.3)	(24.8)
Ending Balance Before Reestimate	1,207.2	1,323.4
Reestimate	(70.9)	(160.1)
Ending Balance of the Allowance Account	1,136.3	1,163.3

E. DEFAULTED GUARANTEED LOANS

The allowance for defaulted guaranteed loans is calculated using the allowance for loss method. Loss reserves on impaired credits are determined using OMB rates. Capitalized interest included in gross defaulted guaranteed loans, which includes both guarantees and insurance programs, receivable is reserved at 100 percent.

Credit-reform foreclosed property in FY 2022 consists of one bond realized in FY 2019 and 3 aircraft repossessed in FY 2021. Credit-reform foreclosed property in FY 2021 consists of one bond realized in FY 2019 and 13 aircraft repossessed in FY 2021. In FY 2022, 10 of the aircraft repossessed in FY 2021 were sold. Both the bond and aircraft are valued at the net present value of the projected future cash flows associated with the property. The total allowance equaled 43.8 percent (43.8%) of gross defaulted guaranteed loans, interest receivable, and foreclosed property at September 30, 2022, and 39.3 percent (39.3%) at September 30, 2021.

FY 2022 (in millions)	Defaulted Guaranteed Loans Receivable, Gross	Interest and Fee Receivable	Foreclosed Property	Allowance for Loan Losses	Defaulted Guaranteed Loans, Net
Obligated Prior to FY 1992	\$26.9	\$6.4	\$-	\$(24.5)	\$8.8
Obligated After FY 1991	2,557.7	11.7	165.7	(1,187.8)	1,547.3
Total	\$2,584.6	\$18.1	\$165.7	\$(1,212.3)	\$1,556.1

FY 2021 (in millions)	Defaulted Guaranteed Loans Receivable, Gross	Interest and Fee Receivable	Foreclosed Property	Allowance for Loan Losses	Defaulted Guaranteed Loans, Net
Obligated Prior to FY 1992	\$26.9	\$5.9	\$-	\$(24.4)	\$8.4
Obligated After FY 1991	2,290.9	4.6	328.2	(1,020.8)	1,602.9
Total	\$2,317.8	\$10.5	\$328.2	\$(1,045.2)	\$1,611.3

F. Guaranteed Loans and Insurance

EXIM is exposed to credit loss with respect to the amount of outstanding guaranteed loans and insurance policies in the event of nonpayment by obligors under the agreements. The commitments shown below are agreements to lend monies and issue guarantees and insurance as long as there is no violation of the conditions established in the credit agreement.

(in millions)	FY 2022	FY 2021
Gross Outstanding Principal of Guaranteed Loans and Insurance, Face Value	\$14,179.6	\$18,799.9
Undisbursed Principal of Guaranteed Loans and Insurance, Face Value	4,099.7	4,290.4
Total Principal of Guaranteed Loans and Insurance, Face Value	\$18,279.3	\$23,090.3
Amount of Principal that is Guaranteed and Insured by EXIM	\$18,279.3	\$23,090.3
Gross Amount of Guaranteed Loans and Insurance Disbursed During Year, Face Value	\$4,975.8	\$4,800.3
Amount of Guaranteed Loans and Insurance Disbursed During Year that is Guaranteed and Insured by EXIM	\$4,975.8	\$4,800.3

G. Liability for Loan Guarantees and Insurance

The liability for loan guarantees and insurance balances of \$350.7 million at September 30, 2022, and \$731.4 million at September 30, 2021, represent credit-reform guarantees and insurance credits.

H. Program Cost and Reestimate Expense for Loan Guarantees and Insurance by Component

The table below discloses defaults, fees, and reestimate amounts associated with the program cost disbursed in the current year on loan guarantee and insurance authorizations made in the current and prior fiscal years and the current-year loss reestimate. The total program cost also includes modifications made on these authorizations.

(in millions)	FY 2022	FY 2021
Defaults	\$42.4	\$56.7
Fees and Other Collections	(73.0)	(118.1)
Total Program Costs	(30.6)	(61.4)
Net Reestimate - Principal	(156.8)	196.2
Net Reestimate - Interest	(31.6)	37.3
Total Net Reestimate	(188.4)	233.5
Total Loan Guarantee and Insurance Program Cost and Reestimate Expense	\$(219.0)	\$172.1

The Interest Rate Reestimate for FY 2022 was zero, and for FY 2021 was \$0.1 million.

I. Program Cost Rates for Loan Guarantees and Insurance by Component

The program cost rates disclosed below relate to the percent of program costs on loan guarantee and insurance authorizations made in the reporting fiscal year which are associated with program costs. Because these rates only pertain to authorizations from the reporting fiscal year, these rates cannot be applied to the guarantees of loans disbursed during the reporting fiscal year to yield the program cost, which could result from disbursements of loans from both current and prior years.

	FY 2022	FY 2021
Defaults	3.6%	1.0%
Fees and Other Collections	(5.4)%	(4.8)%
Total	(1.8)%	(3.8)%

J. Schedule for Reconciling the Guarantee Loan Liability Balances

The table below discloses the components of the allowance for loan guarantees.

(in millions)	FY 2022	FY 2021
Post-1991 Loan Guarantee		
Beginning Balance of the Guarantee Loan Liability	\$731.4	\$865.6
Current-Year Program Cost	(30.6)	(61.4)
<i>(See Note 3H for Component Breakdown)</i>		
Claim Payments to the Lenders	(458.2)	(1,769.4)
Foreclosed Property and Loans Acquired	343.8	1,394.5
Fees Received	43.9	96.6
Treasury Interest Revenue/Expense	(6.5)	3.9
Other	(84.7)	(31.9)
Ending Balance Before Reestimate	539.1	497.9
Reestimate	(188.4)	233.5
Ending Balance of the Allowance Account	350.7	731.4

K. Administrative Costs

All of EXIM's administrative costs are attributed to the support of EXIM's loan, guarantee, and insurance programs. Administrative costs are not allocated to individual programs. Administrative costs were \$139.5 million as of September 30, 2022, and \$126.6 million as of September 30, 2021.

L. Allowance and Exposure Summary

The allowance for losses for EXIM credits authorized after FCRA equates to the amount of estimated credit loss associated with the applicable loans, claims, guarantees, and insurance. Direct loans disbursed and outstanding are recognized as assets at the present value of their estimated net cash inflows. The difference between the outstanding principal of the loans and the present value of their net cash flows is recognized as the allowance for credit losses. For guaranteed loans outstanding, the present value of estimated net cash outflows of the loan guarantee and insurance is recognized as a guaranteed loan liability.

(in millions)	FY 2022	FY 2021
Pre-Credit-Reform Allowance		
Allowance for Loan Losses	\$142.0	\$138.3
Allowance for Defaulted Guarantees	24.5	24.4
Total Pre-Credit-Reform Allowance	166.5	162.7
Credit-Reform Allowance and Liability		
Allowance for Loan Losses	1,136.3	1,163.3
Allowance for Defaulted Guarantees and Insurance	1,187.8	1,020.8
Liability for Loan Guarantees and Insurance	350.7	731.4
Total Credit-Reform Allowance and Liability	2,674.8	2,915.5
Total Allowance for Loan Losses	1,278.3	1,301.6
Total Allowance and Liability for Guarantees and Insurance	1,563.0	1,776.6
Total Allowance and Liability	\$2,841.3	\$3,078.2
Total Outstanding Balance of Loans, Guarantees and Insurance	\$26,538.1	\$32,213.8
Percent Allowance and Liability to Outstanding Balance	10.7%	9.6%
Total Exposure	\$35,397.0	\$41,343.6
Percent Allowance and Liability to Exposure	8.0%	7.4%

M. Loans Receivable

The below table shows the change in net receivables, for all direct loans receivable obligated after FCRA.

(in millions)	FY 2022
Beginning Balance of Direct Loans Receivable, Net	\$9,984.5
Loan Disbursements	69.5
Principal And Interest Payments Received	(1,755.8)
Interest and Fee Accruals	403.7
Fees Received	(49.1)
Interest Revenue On Uninvested Funds	(89.9)
Interest Expense On Entity Borrowings	358.1
Subsidy Expense	3.5
Upward Reestimate	(47.2)
Downward Reestimates	118.1
Allowance For Loan And Interest Loss Adjustments	67.2
Other Non-Cash Reconciling Items	(382.8)
Ending Balance of Direct Loans Receivable, Net	8,679.8

4. STATUTORY LIMITATIONS ON LENDING AUTHORITY

Under its Charter, EXIM's statutory lending limit in FY 2022 and FY 2021 was \$135.0 billion of loans, guarantees, and insurance exposure at any one time. As of September 30, 2022, and September 30, 2021, EXIM's statutory authority used was as follows:

(in millions)	FY 2022	FY 2021
Outstanding Guarantees	\$13,151.4	\$17,741.5
Outstanding Loans	9,773.9	11,096.1
Outstanding Insurance	1,028.2	1,058.4
Outstanding Claims	2,584.6	2,317.8
Total Outstanding	26,538.1	32,213.8
Undisbursed Guarantees	1,899.5	2,097.8
Undisbursed Loans	4,759.2	4,839.4
Undisbursed Insurance	2,200.2	2,192.6
Total Undisbursed	8,858.9	9,129.8
Total Exposure	\$35,397.0	\$41,343.6

Transactions can be committed only to the extent that budget authority is available to cover program costs. For FY 2022 and FY 2021, Congress placed no limit on the total amount of loans, guarantees, and insurance that could be committed in those years, provided that the statutory authority established by the EXIM's Charter was not exceeded.

During FY 2022, EXIM committed \$5,242.0 million for guarantees and insurance and no commitment for direct loans. During FY 2021, EXIM committed \$5,765.3 million for direct loans, guarantees and insurance.

EXIM has authorized \$922.8 million of transactions denominated in a foreign currency during FY 2022, and authorized \$1,479.8 million during FY 2021, as calculated at the exchange rate at the time of authorization. EXIM adjusts the allowance for all transactions denominated in a foreign currency using the various foreign-currency exchange rates at the end of the fiscal year.

For financial statement purposes, EXIM defines exposure as the authorized outstanding and undisbursed principal balance of loans, guarantees, and insurance. It also includes the unrecovered balance of payments made on claims that were submitted to EXIM in its capacity as guarantor or insurer under the export guarantee and insurance programs. Exposure does not include accrued interest or transactions while pending final approval. This corresponds to the way activity is charged against EXIM's overall \$135.0 billion statutory lending limit imposed by Section 6(a) (2) of EXIM's Charter.

Working capital guarantees may be approved for a single loan or a revolving line of credit, with an availability generally of one year. Guaranteed lenders do not report activity to EXIM, the entire credit is assumed to be a non-cash disbursement when the fee is paid to EXIM. The credit is recorded as repaid in one installment 180 days after the expiry date of the credit unless the Office of the Chief Financial Officer is notified before that time that a claim has been filed and approved. Under the assumption that the exporter is using the credit up to the end of the expiry period, six months provides sufficient time for the guaranteed lender to report defaults to EXIM in the event that the exporter does not repay the credit. If a claim is paid, the remaining outstanding balance of the credit associated with the claim is reduced to zero. Exposure is then reflected as a claim receivable.

Since there is typically a delay in reporting shipments under the insurance program, undisbursed balances generally remain on the books for 120 days after the expiry date to allow for the posting of shipments that took place within the period covered by the policy but were reported after the expiry date. These unreported shipments pose some liability in the form of claims that have been incurred but not yet reported (IBNR). Leaving the policy open past the expiry date provides a reserve for IBNR.

5. ACCOUNTS RECEIVABLE

As of September 30, 2022, accounts receivable totaled \$16.5 million, and \$14.5 million as of September 30, 2021, which mainly consists of fee receivables on guaranteed loans with no allowance.

6. LIABILITIES NOT COVERED BY BUDGETARY RESOURCES

EXIM's liability to employees for accrued unfunded annual leave, included in Other Liabilities on the Balance Sheets, was \$6.0 million as of September 30, 2022, and \$5.9 million as of September 30, 2021. The liability will be paid from future administrative-cost budget authority.

(in millions)	FY 2022	FY 2021
Public		
Accrued Annual Leave Liability	\$6.0	\$5.9
Total Other Liabilities Not Covered by Budgetary Resources	6.0	5.9
Total Other Liabilities Covered by Budgetary Resources	604.5	421.4
Total Other Liabilities	\$610.5	\$427.3
<i>(See Note 7 and Note 9 for Component Breakdown)</i>		

7. NON-ENTITY ASSETS

Non-Entity Assets are assets that are held by EXIM but are not available for use in its operations. At year-end EXIM accrues the current year reestimates including the downward portion, which is sent to Treasury in the following fiscal year. The downward reestimate is reflected in the Balance Sheet as an asset accounted in the Fund Balance with Treasury and as a liability accounted in the Accounts Payable to U.S. Treasury until the amount is paid to the U.S. Treasury.

(in millions)	FY 2022	FY 2021
Intragovernmental Entity		
Expired Funds Payable to U.S. Treasury	\$91.2	\$89.5
Intragovernmental Non-Entity		
Downward Reestimate Payable to U.S. Treasury	\$429.4	\$224.7
Amounts Payable to U.S. Treasury	\$520.6	\$314.2

8. DEBT

EXIM's outstanding borrowings come from two sources: direct borrowing from the U.S. Treasury and the assumption of repayment obligations of defaulted guarantees under EXIM's guarantee program via payment certificates. Payment certificates are classified as debt held by the public.

EXIM's total debt at September 30, 2022, and September 30, 2021, is as follows:

(in millions)	FY 2022	FY 2021
U.S. Treasury Debt		
Beginning Balance	\$14,531.2	\$15,388.1
New Borrowings	254.1	882.9
Repayments	(1,284.4)	(1,739.8)
Ending Balance	13,500.9	14,531.2
Debt Held by the Public		
Beginning Balance	\$962.9	\$2.3
New Borrowings	-	1,036.6
Repayments	(238.8)	(78.6)
Interest Accruals	(0.6)	2.6
Ending Balance	723.5	962.9
Total Debt	\$14,224.4	\$15,494.1

U.S. Treasury borrowings are repaid primarily with the repayments of medium-term and long-term loans. To the extent repayments on the underlying loans, combined with commitment and exposure fees and interest earnings received on the loans, are not sufficient to repay the borrowings, appropriated funds are available to EXIM through the reestimation process for this purpose. The full amount of the borrowings is expected to be repaid by FY 2042, which reflects when the last credit matures.

EXIM had borrowings outstanding with the U.S. Treasury of \$13,500.9 million at September 30, 2022, and \$14,531.2 million at September 30, 2021, with a weighted-average interest rate of 2.8 percent (2.8%) in FY 2022 and 2.9 percent (2.9%) in FY 2021.

Payment certificates are issued by EXIM in exchange for the foreign obligor's original note that was guaranteed by EXIM on which EXIM has paid a claim and carries the same repayment term and interest rate as the foreign obligor's note. Payment certificates are backed by the full faith and credit of the U.S. government and are freely transferable.

As of September 30, 2022, there are \$723.5 million in payment certificates, while there was \$962.9 million at September 30, 2021. Maturities of payment certificate installments at September 30, 2022, are as follows:

Fiscal Year	Amount (\$ in millions)
2023	\$234.8
2024	232.5
2025	142.8
2026	87.4
2027	26.0
Total	\$723.5

9. OTHER LIABILITIES

As of September 30, 2022, EXIM had \$89.5 million in public other liabilities with \$78.0 million representing offsetting collections, which are available to cover administrative and program costs. As of September 30, 2021, EXIM had \$112.2 million in public other liabilities with \$85.2 million representing offsetting collections.

(in millions)	FY 2022	FY 2021
Intragovernmental		
Employer Contributions Payable	\$0.3	\$0.7
Other Liabilities	0.1	0.2
Total Intragovernmental	0.4	0.9
Public		
Funds Held Pending Application	\$10.0	\$23.3
Administrative Expenses Payable	0.9	2.7
Advances from Others	0.6	1.0
Deferred Revenue	78.0	85.2
Total Public	89.5	112.2
Total Other Liabilities	\$89.9	\$113.1

10. FEDERAL OPERATING LEASES

EXIM's office space in Washington, D.C., is leased from the General Services Administration (GSA) through the Public Buildings Fund, and office space in regional locations is leased through the U.S. Export Assistance Centers. Lease expenses, included in Administrative Costs on the Statements of Net Costs, were \$8.2 million in FY 2022 and \$6.7 million in FY 2021. EXIM's occupancy agreement with GSA is cancellable and extends through FY 2030. The cost and estimates of lease payments of EXIM's office space in Washington, DC from FY 2023 to FY 2030 are as follows:

Fiscal Year	Amount
2023	\$7.7
2024	7.7
2025	7.8
2026	7.8
2027	7.9
2028	7.9
2029	7.9
2030	2.0
Total	\$56.7

11. COMMITMENTS AND CONTINGENCIES

Pending Litigation

As of September 30, 2022, EXIM was involved in several legal actions, most of which were breach of contract claims under the guarantee and insurance programs, and others being tort claims. It is not possible to predict the eventual outcome of the various actions; however, it is management's opinion that there is a remote likelihood that these claims will result in a future outflow or other sacrifice of resources to such an extent that they would materially affect the financial position or results of operations of EXIM.

12. DISCLOSURES RELATED TO THE COMBINED STATEMENTS OF BUDGETARY RESOURCES

Combined Statements of Budgetary Resources disclose total budgetary resources available to EXIM and the status of such resources at September 30, 2022, and September 30, 2021. Activity impacting budget totals of the overall U.S. government budget is recorded in EXIM's Combined Statements of Budgetary Resources budgetary accounts. Activity which does not impact budget totals is recorded in EXIM's Combined Statements of Budgetary Resources non-budgetary accounts.

As of September 30, 2022, and September 30, 2021, EXIM's resources in budgetary accounts totaled \$697.1 million and \$1,107.5 million, respectively. As of September 30, 2022 and September 30, 2021, EXIM's resources in non-budgetary accounts totaled \$3,162.1 million, and \$4,251.3 million, respectively.

Permanent Indefinite Appropriations

The FCRA requires an annual reestimate of the credit loss allowance. In the event that there is an increase in estimated defaults, there is permanent and indefinite budget authority available for this purpose. The FY 2021 upward reestimate received from the U.S. Treasury in FY 2022 was \$298.1 million, while the downward reestimate sent to the U.S. Treasury was \$224.7 million. The FY 2020 upward reestimate received from the U.S. Treasury in FY 2021 was \$713.4 million, while the downward reestimate sent to the U.S. Treasury was \$54.1 million.

Available Borrowing Authority and Terms of Borrowing

EXIM in part relies on borrowings from the U.S. Treasury to help fund EXIM's loan program. U.S. Treasury borrowings are repaid primarily with the repayments of direct loans. To the extent principal and interest repayments on the underlying loans, combined with commitment and exposure fees, and interest earnings received on the loans, are not sufficient to repay the borrowings, permanent and indefinite appropriated funds are available to EXIM through the reestimation process for this purpose. The full amount of the borrowings is expected to be repaid by FY 2042.

In FY 2022, EXIM had current year borrowing authority of \$189.7 million compared to \$953.4 million in FY 2021.

Unobligated Balances

\$2,016.9 million represents the amount in the loan, guarantee, and insurance financing accounts that is available to cover future defaults, and \$91.2 million is expired and unavailable for new obligations.

Unobligated balances at September 30, 2021, totaled \$1,982.0 million. Of the \$1,982.0 million, \$1,733.1 million represents the amount in the loan, guarantee, and insurance financing accounts that is available to cover future defaults, and \$89.5 million is expired and unavailable for new obligations.

Undelivered Orders

Undelivered orders are obligations that have not yet been disbursed by EXIM. Undelivered orders for the periods ended September 30, 2022, and September 30, 2021, were \$7,046.0 million and \$7,155.5 million, respectively. The undelivered order amount totals are mostly attributed to non-federal sources related to EXIM's credit-reform programs.

Distributed Offsetting Receipts

Distributed offsetting receipts were \$224.7 million at September 30, 2022 and \$54.1 million at September 30, 2021. Distributed offsetting receipts are amounts that EXIM collects from other Government agencies that are used to offset or reduce an EXIM's budget outlays. EXIM's outlays are measured on both a gross and net basis, with net outlays being reduced by offsetting receipts (and other amounts).

Differences between Combined Statements of Budgetary Resources and Budget of U.S. Government

There are no material differences between the budgetary resources shown on the Combined Statements of Budgetary Resources and the Budget of the U.S. government. The President's FY 2023 Budget with actual numbers for FY 2022 has not yet been published. EXIM expects no material differences between the President's Budget and the FY 2021 reported results when the budget becomes available at <https://www.whitehouse.gov/omb/budget/>.

13. RECONCILIATION OF NET COST TO NET OUTLAYS

Budgetary accounting is used for planning and control purposes and relates to both the receipt and use of

cash, as well as reporting the federal deficit. Financial accounting is intended to provide a picture of the government's financial operations and financial position, so it presents information on an accrual basis. The accrual basis includes information about costs arising from the consumption of assets and the incurrence of liabilities. The reconciliation of net outlays, presented on a budgetary basis, and the net cost, presented on an accrual basis, provides an explanation of the relationship between budgetary and financial accounting information. The reconciliation serves not only to identify costs paid for in the past and those that will be paid in the future but also to assure integrity between budgetary and financial accounting. The analysis below illustrates this reconciliation by listing the key differences between net cost and net outlays.

(in millions)	Intragovernmental	With the Public	FY 2021
Net Operating Cost	\$34.3	\$(204.3)	\$(170.0)
Components of Net Operating Cost Not Part of the Budgetary Outlays			
Year-End Credit Reform Subsidy Reestimates	-	259.3	259.3
Other	-	50.0	50.0
Other Financing Sources			
Imputed Financing Sources	(4.0)	-	(4.0)
Total Components of Net Operating Cost Not Part of the Budget Outlays	(4.0)	309.3	305.3
Increase/(Decrease) in Assets:			
Direct Loans Receivable	-	0.1	0.1
	-	0.1	0.1
(Increase)/Decrease in Liabilities:			
Accounts Payable	-	0.7	0.7
Other Liabilities	0.6	1.6	2.2
	0.6	2.3	2.9
Components of the Budget Outlays that are Not Part of Net Operating Cost			
Effect of Prior-Year Credit Reform Subsidy Reestimate	298.1	-	298.1
Other	-	(43.9)	(43.9)
Total Components of the Budgetary Outlays that are Not Part of Net Operating Cost	298.1	(43.9)	254.2
Net Outlays	329.0	63.5	392.5
Miscellaneous Items			
Distributed Offsetting Receipts	(224.7)	-	(224.7)
Total Other Reconciling Items	(224.7)	-	(224.7)
Total Net Outlays			\$167.8
Budgetary Agency Outlays, Net (SBR)			
Budgetary Agency Outlays, Net			\$167.8

(in millions)

	Intragovernmental	With the Public	FY 2021
Net Operating Cost	\$29.7	\$107.9	\$137.6
Components of Net Operating Cost Not Part of the Budgetary Outlays			
Year-End Credit Reform Subsidy Reestimates	-	(73.4)	(73.4)
Other	-	62.3	62.3
Other Financing Sources			
Imputed Financing Sources	(3.8)	-	(3.8)
Total Components of Net Operating Cost Not Part of the Budget Outlays	(3.8)	(11.1)	(14.9)
Increase/(Decrease) in Assets:			
Direct Loan Receivable	-	-	-
Receivables from Subrogated Claims	-	(0.3)	(0.3)
	-	(0.3)	(0.3)
(Increase)/Decrease in Liabilities:			
Accounts Payable	-	(0.3)	(0.3)
Other Liabilities	(0.1)	(0.1)	(0.2)
	(0.1)	(0.4)	(0.5)
Components of the Budget Outlays that are Not Part of Net Operating Cost			
Effect of Prior-Year Credit Reform Subsidy Reestimate	713.4	-	713.4
Other	-	(89.3)	(89.3)
Total Components of the Budgetary Outlays that are Not Part of Net Operating Cost	713.4	(89.3)	624.1
Net Outlays	739.2	6.8	746.0
Miscellaneous Items			
Distributed Offsetting Receipts	(54.1)	-	(54.1)
Total Other Reconciling Items	(54.1)	-	(54.1)
Total Net Outlays			\$691.9
Budgetary Agency Outlays, Net (SBR)			
Budgetary Agency Outlays, Net			\$691.9

14. RECLASSIFICATION OF FINANCIAL STATEMENT LINE ITEMS FOR FINANCIAL REPORT COMPILATION PROCESS

To prepare the Financial Report of the U.S. Government (Financial Report), the Department of the Treasury requires agencies to submit an adjusted trial balance, which is a listing of amounts by U.S. Standard General Ledger account that appear in the financial statements. Treasury uses the trial balance information reported in the Government-wide Treasury Account Symbol Adjusted Trial Balance System (GTAS) to develop a Reclassified Statement of Net Cost for each agency, which are accessed using GTAS. Treasury eliminates all intragovernmental balances from the reclassified statements and aggregates lines with the same title to develop the Financial Report statements.

This note shows EXIM's financial statements and EXIM's reclassified statements prior to elimination of intragovernmental balances and prior to aggregation of repeated FR line items. A copy of the 2021 Financial Report can be found here: <https://www.fiscal.treasury.gov/reports-statements/> and a copy of the 2022 Financial Report will be posted to this site as soon as it is released.

The term "intragovernmental" is used in this note to refer to amounts that result from other components of the federal government.

The term "public" is used in this note to refer to federal government amounts that result from transactions with non-federal entities. These include transactions with individuals, businesses, non-profit entities, and state, local, and foreign governments.

**Reclassification of Statement of Net Cost to Line Items Used for Government-wide Statement of Net Cost for the
Year Ended September 30, 2022**

FY 2022 Export - Import Bank of the United States Statement of Net Cost		Line Items Used to Prepare FY 2022 Government-wide Statement of Net Cost	
Financial Statement Line	Amounts	Amounts	Reclassified Financial Statement Line
		Gross Cost	
		\$9.3 Non-Federal Gross Cost	
		9.3 Total Non-Federal Gross Cost	
		13.3 Benefit Program Costs 4.0 Imputed Costs 13.1 Buy/Sell Costs 403.2 Borrowing and Other Interest Expense 3.9 Other Expenses (without Reciprocals)	
		437.5 Total Federal Gross Cost	
Total Gross Cost	\$598.6	\$446.8 Total Reclassified Gross Cost	
		Earned Revenue	
		\$(488.3) Non-Federal Earned Revenue	
		(488.3) Total Non-Federal Earned Revenue	
		Federal Earned Revenue (128.5) Borrowing and Other Interest Revenue	
Total Earned Revenue	\$(768.6)	(128.5) Total Federal Earned Revenue	
Net Cost of Operations	\$(170.0)	\$(616.8) Total Reclassified Earned Revenue	
		\$(170.0) Net Cost of Operations	

15. RELATED-PARTY TRANSACTIONS

The financial statements reflect the results of agreements with the Private Export Funding Corporation (PEFCO). PEFCO, is owned by a consortium of private-sector banks, industrial companies, and financial-services institutions. It makes and purchases, from private-sector lenders, medium-term and long-term fixed-rate and variable-rate loans, which are guaranteed by EXIM to foreign borrowers to purchase U.S. made equipment "export loans."

EXIM's credit and guarantee agreement with PEFCO provides that EXIM guarantees the due and punctual payment of interest on PEFCO's secured debt obligations which EXIM has approved and grants to EXIM a broad measure of supervision over certain of PEFCO's major financial management decisions, including the right to have representatives be present in all meetings of PEFCO's Board of Directors, Advisory Board, and Exporters' Council, and to review PEFCO's financial and other records. However, EXIM does not

have voting rights and does not influence normal operations. In September 2020 the EXIM Board of Directors unanimously voted to renew its agreement with PEFCO for 25 years.

PEFCO has an agreement with EXIM where EXIM generally provides PEFCO with an unconditional guarantee covering the due and punctual payment of principal and interest on export loans PEFCO makes and purchases. PEFCO's guarantees on the export loans plus the guarantees on the secured debt obligations aggregating \$2,228.6 million at September 30, 2022, and \$3,418.8 million at September 30, 2021, are included by EXIM in the total for guarantee, insurance, and undisbursed loans and the allowance related to these transactions is included in the Guaranteed Loan Liability on the Balance Sheets.

EXIM received fees totaling \$29.1 million in FY 2022 and \$47.0 million in FY 2021 for the agreements, which are included in Earned Revenue on the Statements of Net Costs.

16. CONTRIBUTIONS TO EMPLOYEE RETIREMENT SYSTEMS

All of EXIM's employees whose appointments have federal status are covered by either the Civil Service Retirement System (CSRS) or the Federal Employees Retirement System (FERS).

In FY 2022 and FY 2021, EXIM withheld 7.0 percent of CSRS employees' gross earnings. EXIM's contribution was 7.0 percent of employees' gross earnings. This sum was transferred to the CSRS fund from which this employee group will receive retirement benefits.

For FERS, EXIM withheld 0.8 percent of employees' gross earnings. EXIM's contribution was 18.4 percent of employees' gross earnings in FY 2022 and 17.3 percent FY 2021. This sum was transferred to the FERS fund from which the employee group will receive retirement benefits. An additional 6.2 percent of gross earnings, after pre-tax deductions are withheld up to the 2022 limit of \$147,000 and 2021 limit of \$142,800; that sum plus matching contributions by EXIM are sent to the Social Security System from which the FERS employee group will receive Social Security benefits.

For FERS-Revised Annuity Employee (RAE), EXIM withheld 3.1 percent of employee's group earnings. EXIM's contribution was 16.6 percent of employee's gross earnings in FY 2022 and 15.5 in FY 2021. This sum was transferred to the Civil Service Retirement and Disability Fund from which the employee group will receive retirement benefits. An additional 6.2 percent of gross earnings, after pre-tax deductions are withheld up to the 2022 limit of \$147,000 and 2021 limit of \$142,800; that sum plus matching contributing by EXIM are sent to the Social Security Administration from which the FERS employee group will receive Social Security benefits.

For FERS-Further Revised Annuity Employee (FRAE), EXIM withheld 4.4 percent of employee's group earnings. EXIM's contribution was 16.6 percent of employee's gross earnings in FY 2022 and 15.5 percent in FY 2021. This sum was transferred to the Civil Service Retirement and Disability Fund from which the employee group will receive retirement benefits. An additional 6.2 percent of gross earnings, after pre-tax deductions are withheld up to the 2022 limit of \$147,000 and 2021 limit of \$142,800; that sum plus matching contributing by EXIM are sent to the Social Security Administration from which the FERS employee group will receive Social Security benefits.

FERS and CSRS employees may elect to participate in the Thrift Savings Plan (TSP). CSRS and FERS employees may contribute up to \$20,500 of Internal Revenue Service Elective Deferral Limit. In addition, FERS employees receive an agency automatic 1 percent contribution from EXIM based on the employee regular contributions. FERS employees receive agency matching contributions by EXIM up to 4 percent for a maximum EXIM contributions to the TSP of 5 percent.

Total EXIM (employer) matching contributions to the TSP, CSRS and FERS for all employees, included in Administrative Costs in the Statements of Net Costs, were approximately \$12.1 million in FY 2022 and \$10.9 million in FY 2021.

Although EXIM funds a portion of pension benefits under the CSRS and FERS relating to its employees and makes the necessary payroll withholdings for them, it has no liability for future payments to employees under these programs and does not account for the assets of the CSRS and FERS, nor does it have actuarial data with respect to accumulated plan benefits or the unfunded pension liability relative to its employees. These amounts are reported by the OPM for the Retirement Systems and are not allocated to the individual employers. The excess of total pension expense over the amount contributed by EXIM and its employees represents the amount of pension expense which must be financed directly by OPM. EXIM recognizes an imputed cost and an imputed financing source, calculated using cost factors supplied by OPM, equal to the excess amount.

OPM also accounts for the health and life insurance programs for current and retired civilian federal employees. Similar to the accounting treatment afforded the retirement programs, the actuarial data related to the health and life insurance programs is maintained by OPM and is not available on an individual-employer basis. EXIM recognizes an imputed cost and an imputed financing source for the future cost of these other retirement benefits (ORB) at the time the employee's services are rendered. This ORB expense is calculated using cost factors supplied by OPM and must be financed by OPM.

Required Supplementary Information

Unaudited, see accompanying Auditor's Report

COMBINING STATEMENT OF BUDGETARY RESOURCES

Exhibit 1 displays the unaudited Combining Statement of Budgetary Resources (SBR). The SBR provides information regarding how budgetary resources were made available, as well as their status at the end of the fiscal period.

Exhibit 1: Combining Statement of Budgetary Resources

	For the Year Ended September 30, 2022					
(in millions)	Program Account	Direct Loan Financing Account	Guaranteed Loan Financing Account	Pre-Credit Reform Financing Account	Other	Total
Budgetary Resources						
Unobligated from Prior Year Budget Authority, Net (Discretionary and Mandatory)	\$262.8	\$1,507.2	\$238.3	\$-	\$-	\$2,008.3
Appropriations (Discretionary and Mandatory)	389.5	-	-	-	-	389.5
Borrowing Authority (Discretionary and Mandatory)	-	0.4	189.3	-	-	189.7
Spending Authority from Offsetting Collections (Discretionary and Mandatory)	44.8	518.0	708.9	-	-	1,271.7
Total Budgetary Resources	\$697.1	\$2,025.6	\$1,136.5	\$-	\$-	\$3,859.2
Status of Budgetary Resources						
New Obligations and Upward Adjustments (Total)	\$441.2	\$545.5	\$599.7	\$-	\$-	\$1,586.4
Unobligated Balance, End of Year:	-					
Apportioned, Unexpired, End of Year	164.7	1,480.2	536.7	-	-	2,181.6
Expired Unobligated Balance, End of Year	91.2	-	-	-	-	91.2
Unobligated Balance, End of Year (Total)	255.9	1,480.2	536.7	-	-	2,272.8
Total Status of Budgetary Resources	\$697.1	\$2,025.7	\$1,136.4	\$-	\$-	\$3,859.2
Outlays, Net						
Outlays, Net (Total) (Discretionary and Mandatory)	\$392.5			\$-		\$392.5
Distributed Offsetting Receipts (-)	(224.7)	-	-	-	-	(224.7)
Agency Outlays, Net (Discretionary And Mandatory)	\$167.8			\$-	\$-	\$167.8
Disbursement, Net (Total) (Mandatory)		\$(1,216.9)	\$136.1		\$(26.1)	\$(1,106.9)

Other Information

Unaudited, see accompanying Auditor's Report

SUMMARY OF FINANCIAL STATEMENT AUDIT

Audit Option			Unmodified		
Restatement			No		
Material Weakness	Beginning Balance	New	Resolved	Consolidated	Ending Balance
N/A	0	0			0

PAYMENT INTEGRITY INFORMATION ACT REPORTING

The Payment Integrity Information Act of 2019 (PIIA) requires agencies to review and assess all programs and activities they administer and identify those determined to be susceptible to significant improper payments.

OMB requires that agencies assess all programs with annual outlays greater than \$10.0 million for improper payment risk at least once every three years. EXIM complies with PIIA and OMB requirements through the activities of its Payment Integrity program, which comprises four separate programs, short-term authorizations, medium-term authorizations, long-term authorizations, and cash-control disbursements. Risk assessments over all programs are done every three years. In the interim years, risk assessments evaluating programs that experience any significant legislative changes and/or significant increase in funding will be done to determine if the agency continues to be at low risk for making significant improper payments, at or above the threshold levels set by OMB. In FY 2022, EXIM conducted a risk assessment of all four programs and determined that none of its programs were risk-susceptible for making significant improper payments in the preceding year.

PIIA also requires Federal agencies to report annually on their efforts according to guidance promulgated by OMB Circular A-123, Appendix C, Requirements for Payment Integrity Improvement revised as of March 5, 2021) and Circular A-136, Financial Reporting Requirements, revised as of June 3, 2022). Annually, EXIM submits

data to OMB that is collected and presented on www.paymentaccuracy.gov. This website contains current and historical information about improper payments made under Federal programs, as well as extensive information about how improper payments are defined and tracked. Please refer to the www.paymentaccuracy.gov website for detailed results from EXIM's efforts in FY 2022 to comply with PIIA.

Do Not Pay Initiative

As reported in the Annual Data Call, EXIM complies with all aspects of the Do Not Pay Initiative through its Character, Reputational, and Transaction Integrity "CRTI" process. All transactions in the three authorization-based payment programs (Short, Medium, and Long-Term) undergo CRTI checks. As a part of CRTI, names of participants are searched within a database clearing house of over 20 directories to determine compliance with a variety of "Know your Customer" (KYC) and EXIM due-diligence requirements.

EXIM does not disburse funds directly to payees but through the U.S. Department of Treasury Secured Payment System where any funds disbursed by the Department of Treasury go through payment integration in which the Do Not Pay portal automatically matches all the files against the Death Master file and the System for Award Management (SAM) exclusion records.

Recovery Audit Plan

As reported in the Annual Data Call, EXIM considered all its programs and activities and determined they're not susceptible to making significant improper payments at or above the threshold levels set by OMB. By performing recovery audits, the agency will incur costs for contractors or other entities to have highly skilled accounting specialists and fraud examiners, using state of the art tools and technology, to examine payment records and supporting documentation to uncover recoverable payments. Therefore, it was determined that it is not cost-effective to conduct recovery audits to identify and recapture overpayments.

CLIMATE-RELATED FINANCIAL RISK

EXIM continues to work to significantly increase its support for U.S. exporters and American jobs in clean energy. EXIM is also working on incorporating climate-related financial risk and other climate considerations into its investment decisions.

For more information on EXIM's initiatives please see the following:

Environmentally Beneficial Exports: <https://www.exim.gov/about/special-initiatives/environment>

EXIM's Council on Climate: <https://www.exim.gov/leadership-governance/advisory-committees/council-climate>

EXIM's Strategic Plan: <https://www.exim.gov/leadership-governance/strategic-plans/strategic-plan-fy-2022-2026>

- Milestone 1: Develop updated climate policies for review, simplifying climate and renewable authorization terms by December 2022.
- Milestone 2: Review current climate related financial risk (current procedures at EXIM) and develop or enhance a plan to improve, if necessary, current procedures by December 2023.



KPMG LLP
Suite 12000
1801 K Street, NW
Washington, DC 20006

Independent Auditors' Report

Board of Directors and Inspector General
Export-Import Bank of the United States:

Report on the Financial Statements

We have audited the financial statements of Export-Import Bank of the United States (EXIM), which comprise the balance sheets as of September 30, 2022, and 2021, and the related statements of net costs and changes in net position, and combined statements of budgetary resources for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of EXIM as of September 30, 2022, and 2021, and its net costs, changes in net position, and budgetary resources for the years then ended in accordance with U.S. generally accepted accounting principles.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS), the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, and Office of Management and Budget (OMB) Bulletin No. 22-01, *Audit Requirements for Federal Financial Statements*. Our responsibilities under those standards and OMB Bulletin No. 22-01 are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of EXIM and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Other Matter - Interactive Data

Management has elected to reference information on websites or other forms of interactive data outside the Agency Management Report to provide additional information for the users of its financial statements. Such information is not a required part of the financial statements or supplementary information required by the Federal Accounting Standards Advisory Board. The information on these websites or the other interactive data has not been subjected to any of our auditing procedures, and accordingly we do not express an opinion or provide any assurance on it.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with U.S. generally accepted accounting principles, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, and OMB

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Bulletin No. 22-01 will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, *Government Auditing Standards*, and OMB Bulletin No. 22-01, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of EXIM's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Required Supplementary Information

U.S. generally accepted accounting principles require that the information in the Management's Discussion and Analysis and Required Supplementary Information sections be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Federal Accounting Standards Advisory Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audits of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Management is responsible for the other information included in the Agency Management Report. The other information comprises information regarding the Payment Integrity Information Act of 2019, but does not include the financial statements and our auditors' report thereon. Our opinion on the financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.



Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated November 14, 2022, on our consideration of EXIM's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and other matters. The purpose of those reports is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of EXIM's internal control over financial reporting or on compliance. Those reports are an integral part of an audit performed in accordance with *Government Auditing Standards* in considering EXIM's internal control over financial reporting and compliance.

KPMG LLP

Washington, D.C.
November 14, 2022



**Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance
and Other Matters Based on an Audit of Financial Statements Performed in Accordance with
*Government Auditing Standards***

Board of Directors and Inspector
General Export-Import Bank of the United States:

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Export-Import Bank of the United States (EXIM), which comprise the balance sheets as of September 30, 2022 and 2021, and the related statements of net costs and changes in net position, and combined statements of budgetary resources for the years then ended, and the related notes to the financial statements, and have issued our report thereon dated November 14, 2022.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered EXIM's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of EXIM's internal control. Accordingly, we do not express an opinion on the effectiveness of EXIM's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether EXIM's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards* or Office of Management and Budget (OMB) Bulletin No. 22-01.



Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the EXIM's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering EXIM's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

KPMG LLP

Washington, D.C.
November 14, 2022

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AS OF MARCH 14, 2023

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President & Chair

Judith Del Zoppo Pryor

First Vice President & Vice Chair

Spencer Bachus III

*EXIM Director &
former Congressman*

Owen Herrnstadt

EXIM Director

Gina M. Raimondo

*U.S. Secretary of Commerce,
Board Member, ex officio*

Katherine Tai

*U.S. Trade Representative
Board Member, ex officio*

Office of the Inspector General

Parisa Salehi

Inspector General

Office of the Chair Senior Management

Rebecca Richards Webb

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*Deputy Chief of Staff
& White House Liaison*

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& Chief Financial Officer*

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James C. Cruse

*Senior Vice President
Policy Analysis &
International Relations*

Christopher Day

*Senior Vice President
Congressional &
Intergovernmental Affairs*

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*Senior Vice President
& General Counsel*

Adam Frost

*Senior Vice President
China & Transformational Exports*

Tamara Maxwell

*Senior Vice President (acting)
Small Business*

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Board Authorized Finance*

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& Chief Information Officer*

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*Senior Vice President
& Chief Ethics Officer*

Kenneth M. Tinsley

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Sean Bartlett

*Senior Vice President
Communications*

Anastasia Dellaccio

*Senior Vice President
External Engagement*

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*Vice President
China & Transformational Exports*

David Baughan

*Vice President
Transportation Portfolio
Management*

Nakia Burton

*Deputy Chief Human Capital Officer
Office of Human Capital*

Tiffin Caverly

*Vice President
Engineering & Environment*

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*Deputy Senior Vice President
Policy Analysis & International
Relations*

David Fiore

*Vice President
Transportation*

Thu Vo

*Chief Acquisitions Officer
Administrative Services*

Steve Freshour

*Vice President
Business Credit Insurance*

Isabel Galdiz

*Vice President
International Relations*

Lisa G. Geberth

*Vice President
Structured & Project Finance*

Lark Y. Grier-Hapli

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Vice President
Credit Policy & Compliance Division

Stefanie Johnson
Vice President
Public Affairs

Sean Luke
Vice President
Sales & Channel Operations

Lance Mathews
Deputy Chief Ethics Officer

Loan Nguyen
Chief Project Officer

Henry Pitney
Deputy General Counsel

Andrew Rollo
Vice President
China & Transformational Exports

Liz Ryan
Deputy Chief Management Officer

Donna Schneider
Vice President
Credit & Claims
Processing Unit

Niki Shepperd
Vice President
External Engagement

Amy Shinkman
Vice President
Export Credit Insurance

Elizabeth Thomas
Vice President
Outreach & Education

Inci Tonguch-Murray
Deputy Chief Financial Officer

Aryam Vazquez
Chief Economist

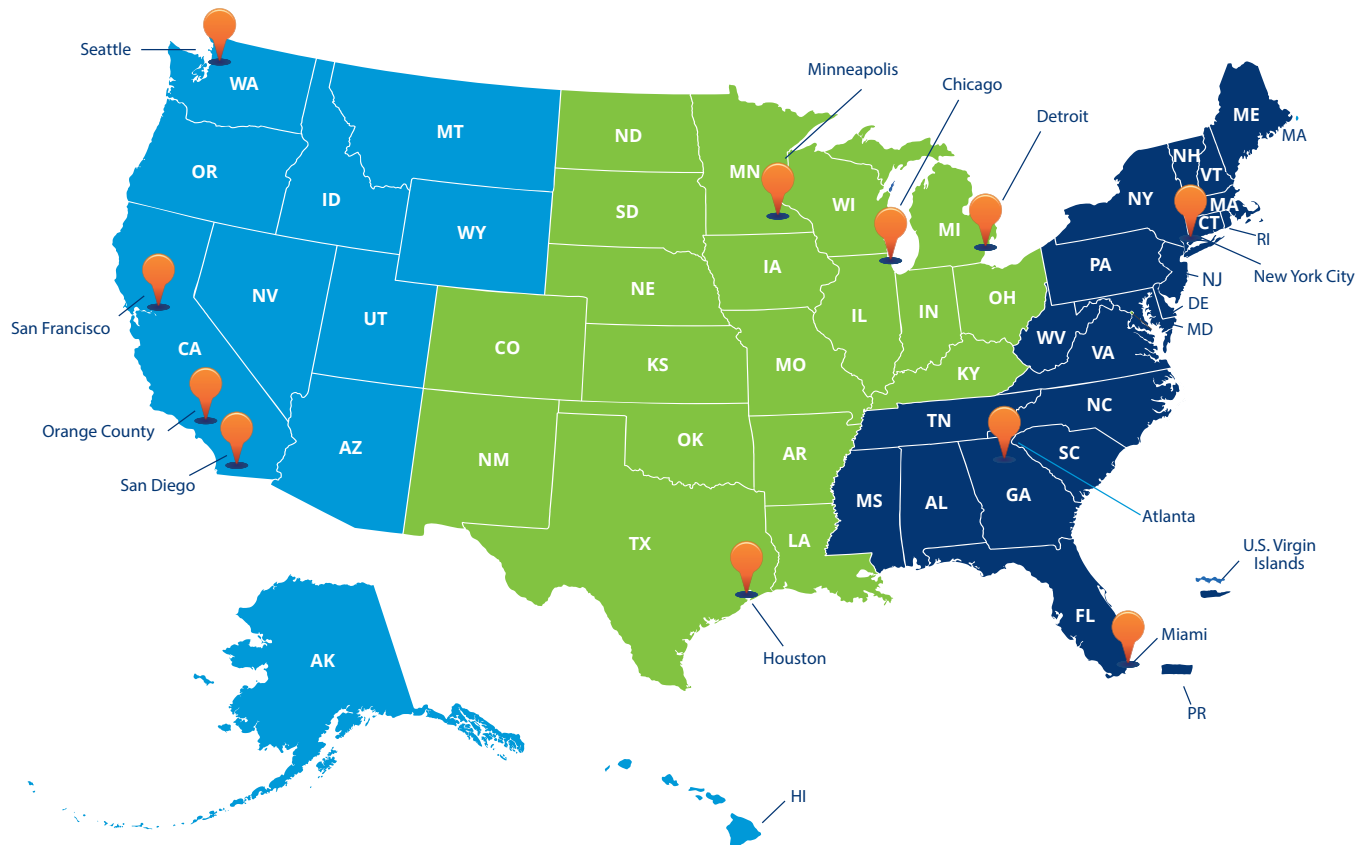
Kevin Warnke
Vice President
Congressional &
Intergovernmental Affairs

Roberto Williams
Vice President
Insights & Data Solutions

Patricia Alves Wolf
Vice President & Controller

Tomeka Wray
Vice President
Small Business Operations

Regional Export Finance Centers



SERVING SMALL BUSINESS EXPORTERS LOCALLY ACROSS THE UNITED STATES

WESTERN REGION

Orange County (main - Irvine)

2601 Main Street, Suite 600
Irvine, CA 92614
Tel: 949.224.4245
Tel: 949.660.0633

San Diego

9449 Balboa Avenue, Suite 111
San Diego, CA 92123
Tel: 858.467.7035

San Francisco

USEAC, 75 Hawthorne Street, Suite 2500
San Francisco, CA 94105
Tel: 415.705.2285

Seattle

2001 6th Avenue, Suite 2600
Westin Building Exchange, 27th Floor
Seattle, WA 98121
Tel: 206.307.5289

CENTRAL REGION

Chicago (main)

233 North Michigan Avenue, Suite 260
Chicago, IL 60601
Tel: 312.353.8081

Detroit

211 W. Fort Street, Suite 1310
Detroit, MI 48226
Tel: 313.226.3067

Houston

1919 Smith Street, Suite 10087
Houston, TX 77002
Tel: 281.721.0470

Minneapolis

330 2nd Avenue South, Suite 410
Minneapolis, MN 55401
Tel: 612.348.1213

EASTERN REGION

Miami (main)

5835 Blue Lagoon Drive, Suite 203
Miami, FL 33126
Tel: 305.526.7436

Atlanta

230 Peachtree Street NW, Suite 1725
Atlanta, GA 30303
Tel: 404.730.2697

New York

Ted Weiss Federal Building
290 Broadway - 13th Floor
New York, NY 10007
Tel: 212.809.2650

Washington, D.C. (Field Office)

811 Vermont Ave., NW
Washington, D.C. 2571
Tel: 917.826.5642



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222190 0

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228714 0

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112189 0

2261

211738 0

2261

347081 4

2261

200419 0

2261

134887 2

2261

052279 4

2261

LGEU 712800 2

2261

224631 3

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811 Vermont Avenue, NW

Washington, DC 20571

800-565-3946

